ORGANIC CHEMICALS DIVISION

FOREIGN MANUFACTURING

1966 OBJECTIVES, GOALS AND ACTIONS

I. Administer the Corporate TICAT program, representing the Organic Division in matters concerning the licensing of technology to ex-USA parties; fulfilling the requirements of the Corporate Patent and Legal Departments, as well as the requirements of the International Division.

II. Provide an up-dated list of all Common Products and/or Class A products to all concerned Organic Division Departments.

1966 Action

Current list dated October, 1965 will be up-dated by October 1, 1966 -- responsible personnel will be made aware of new product/process assignments during this period in memo form.

III. Assist Foreign Subsidiaries and Technical Production Managers in optimizing efficiencies in the manufacture of Common Products.

1966 Actions

A. Maintain and improve present established channels for manufacturing factors and efficiency indices:

1. MOCAN -- on a continuing basis, direct exchange of monthly cost sheets.

2. MARG -- through International Division Accounting, copies of monthly cost sheets received (no exchange).

3. MMK & MCAL -- through International Division, quarterly cost sheets available (no exchange).

4. MCL -- direct exchange of standards and actual costs not established at this time; however, will obtain MCL cost standards for 1966 costs by an establish contact.

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B. Identify problem areas on Common Products and highlight pertinent data to interested O.D. manufacturing personnel by circulating, on quarterly basis, performance analysis sheets.

IV. Inaugurate a quarterly reporting and analysis system of royalties received from foreign subsidiaries and affiliates.

1966 Action

First report will be issued not later than two months after each quarter -- problem: delay in transmittals by the subsidiaries and affiliates.

V. Revise or recall O.D. Bulletin O-18.

1966 Action

O-18 (rev. 4/1/64) is redundant and does not conform in spirit to the newly adopted world-wide business concepts. Decision to drop or revise by March 1, 1966.

VI. Pursue possible opportunities for the manufacture of Organic Products in ex-USA countries.

1966 Action

Preliminary capital, manufacturing costs and economic evaluations will be complete within two weeks after requested.

VII. Review the Patent and Legal Department's drafts for licensing technology, or registration of trademarks, to assure best possible posture for the Organic Division.

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