

Monsanto

MONSANTO POLYMERS & PETROCHEMICALS CO.
730 Worcester Street
Indian Orchard, Massachusetts 01051
Phone: (413) 788-8911

August 28, 1974

Mr. H. A. Peed, General Manager
The Borden Chemical Co.
511 Lancaster Street
Leominster, Massachusetts 01453

Subject: Opalon Raw Material Prices

Dear Gus:

As a follow-up to our phone conversation on 8/23, I am happy to provide a detailed account of the 1.380¢/pound raw material price increase for Opalon 410. This product contains sorbitan mono-laurate (SML) which was of specific interest.

Raw Mat'l.	Usage/ 100# PVC	Raw Mat'l. Prices, Actual			Usage x ▲ ¢
		Dec. '73 \$/Lb.	July '74 \$/Lb.	▲ \$	
Octanol	.099	.3832	.4400	.0568	.006
Pot. Pers.	.002	.6684	.2500	-.4184	0
Sod. BiC.	.089	.0490	.0694	.0204	.002
Sod. BiS.	.144	.1024	.1410	.0386	.006
SLS	2.190	.2500	.4250	.1750	.383
Amm. Pers.	.021	.2407	.2800	.0393	.001
Conc. Agent	.190	1.2000	1.2000	0	0
SML	1.785	.5500	1.1000	.5500	.982
Total					+1.380¢/Lb.

These unit prices are those in effect on the dates shown and neither anticipate future price increases nor reflect added allowances to recover costs from prices that moved up during the Dec. '73 through July '74 interval. As noted, SML price has doubled during this time and accounts for a product cost increase of 0.982¢. To help you relate SML price action back to the initial period (Feb. '73), the SML related increase at our Feb. '74 review was 0.410¢/lb. of Opalon 410, if you will recall. This was a result of a price increase of 0.2299¢/lb. of SML (from 32¢ to 55¢) between Feb. '73 and Feb. '74.

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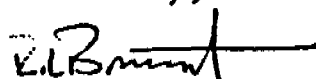
Mr. H. A. Peed

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Regarding the VCM price increase, I have double-checked our invoices from Dow and have confirmed the 8.5¢/pound F.O.B. price effective August 1, 1974. It is a Company policy to not forward invoices as price confirmation, Gus, but be assured that copies remain on file within Monsanto should you have a later need to ascertain positive evidence of this cost.

Sincerely,



R. L. Bourget

/m

bcc: G. M. Ellsworth
R. E. Cummings
G. L. Smith-St. Louis

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