SQUARE D COMPANY
ELECTRICAL EQUIPMENT

CIRCUIT BREAKER DIVISION
LINCOLN PLANT

402 - 423-6721 1717 CENTERPARK ROAD P.O. BOX 80667 LINCOLN, NEBRASKA 68501

October 11, 1977

General Electric
6405 Metcalf
Shawnee Mission, Kansas

Attn: Ray Forester

Subject: 1976 - 1977 Molding Powder Contract

Dear Mr. Forester,

Per our recent phone conversation, Square D Lincoln has decided to purchase enough molding powder to meet the 1,500,000 lb. total quantity on the 1976 - 1977 molding powder contract ending October 31, 1977. General Electrics letter of 10-3-77 sent by Bob Smith states that ~~you have shipped~~ to Square D 1,217,130 lbs. of material through 8-30-77. We are changing the ship date on order 40232 for 80,000 lbs. from November to 10-31-77 and ordering an additional 45,000 lbs. on order 40904 to reach the 1,500,000 lb. level by the end of October. I arrived at the additional 125,000 lbs. as follows:

1,217,130	- 8-30-77
19,600	- Rec'd 9-8 (IN 1217,130)
19,600	- Rec'd 9-15
19,600	- Rec'd 9-21
1,275,930	- Total Rec'd 9-30-77

Orders due through October 31, 1977 as of 9-30-77:

1,275,930	- Total Rec'd as of 9-30
20,400	- Due 9-19 order 39262
40,000	- Due 10-10 order 39905
40,000	- Due 10-31 order 39905
80,000	- Rescheduling order 40232 from Nov. to Oct. 31 ship
45,000	- New order 40904 scheduled to ship 10-31-77
1,501,330	- Total lbs.

We are considering our obligation to reach 1,500,000 lbs. of molding material on the 1976 - 1977 molding powder contract by October 31, 1977 completed with the above action. You should ship as much of the powder as possible in Bulk King Bags. The molding powder on order will run us at least until mid December, so the shipment of everything on October 28 to October 31 isn't a requirement from our standpoint. We will use the Bulk King Bags in production first so there will be bags returned in time to produce the next order required.

I assume that sometime in November you will send us the rebate check or be in the plant to present it if that is your wish. The amount of the rebate based on 1,500,000 lbs. should be in the area of $27,500 based on 4% of the average selling prices of the orders shipped during the period of the contract.

If you are not in agreement with any of the above details, please advise immediately.

Ron Matthiessen

Ron Matthiessen

CC: PM, PC, PP, AC, PA-1
Omer Murphy
Berry Perry
Robert Smith

RMM:ja

25998.
4840

CONTRACT ANALYSIS

SQUARE D - LINCOLN, NEB.

	12968N0011		12983E3A12		12983E3A13		12983E0612		12983E0012		P4304E00CM		P40500000CM		P4304000CH		TOTAL	
	#	$	#	$	#	$	#	$	#	$	#	$	#	$	#	$	#	$
1975																		
Sept.	8 800	3 520	133 930	53 572	2 400	960	-	-	-	-	-	-	-	-	-	-	145 130	58 052
Oct.			70 800	28 320	-	-	-	-	-	-	-	-	-	-	-	-	70 800	28 320
Nov.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Dec.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Total	8 800	3 520	204 730	81 892	2 400	960	-	-	-	-	-	-	-	-	-	-	215 930	86 372
1976																		
Jan.	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Feb.	22 800	9 576	-	-	-	-	-	-	-	-	-	-	-	-	-	-	22 800	9 576
March	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
April	25 000	10 750	-	-	-	-	-	-	-	-	10 020	4 308	-	-	-	-	35 020	15 056
May	30 400	12 768	-	-	-	-	159 390	66 943	-	-	-	-	-	-	-	-	189 790	79 711
June	-	-	-	-	-	-	80 000	33 600	-	-	40 020	16 892	-	-	-	-	120 020	50 492
July	-	-	-	-	-	-	82 650	34 830	-	-	-	-	(1 320)	(191)	-	-	81 330	34 639
August	-	-	-	-	-	-	70 079	32 339	-	-	-	-	-	-	-	-	70 079	32 339
Sept.	-	-	-	-	-	-	88 200	40 572	-	-	-	-	-	-	-	-	88 200	40 572
October	-	-	-	-	-	-	78 150	36 021	-	-	(45 960)	(19 630)	-	-	-	-	32 190	16 391
November	-	-	-	-	-	-	79 700	36 662	-	-	-	-	-	-	9 845	4 873	89 545	41 535
December	78 200	33 094	-	-	-	-	638 169	280 967	-	-	4 080	1 570	(1 320)	(191)	9 845	4 873	728 974	320 313
1977																		
January	-	-	-	-	-	-	(36 372)	(16 731)	-	-	-	-	-	-	-	-	(36 372)	(16 731)
February	-	-	-	-	-	-	-	-	33 160	15 253	-	-	-	-	-	-	33 160	15 253
March	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
April	-	-	-	-	-	-	79600	36 616	-	-	-	-	-	-	-	-	79 600	36 616
May	-	-	-	-	-	-	39200	18 037	-	-	-	-	-	-	-	-	39 200	18 037
June	-	-	-	-	-	-	39200	18 032	-	-	-	-	-	-	-	-	39 200	18 032
July	-	-	-	-	-	-	53200	24 472	-	-	-	-	-	-	(9 295)	(4601)	43 905	19 871
August	-	-	-	-	-	-	81400	37 444	-	-	-	-	-	-	-	-	81 400	37 444
September	-	-	-	-	-	-	40000	18 400										
							10000	4 300-a)									50 000	22 700
October							170100	76604									170100	76604

-a) Cedar Rapids

674511

Dec 1 March 40000 18200

40000 18200
540193 246026
1485097 652711

652711 x .04 = 26108.44

GE 041365