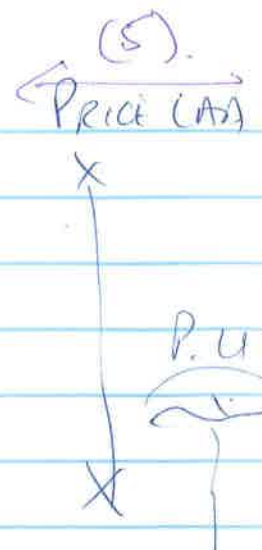


ALUMINA

Browny? ^{percent}
 other beds
 Summary/Rate
 What happens

(20)

< 1.05	1.05 - 1.15	1.15 +
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(15)

CUSTOMER <i>May still give direct to own key customer if wear over from Competitor, will grow in future</i>	COMPET	CONTEXT.	Company/Order
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(10)

Bid	W	L	CAN WE? (S.T)	L-T. REW
	Hi			
	M(L)			
	Lo			

Review (20)

1,080,000, 824 - 988

1058090
 (Cost of
 15% ↓ Compl.
 (Cost)
 Cost

REMARK	X 1,244,800	
2%	X 1,171,200	
2%	X 1,127,040	
2% over price	* 1,046,400	
2% no import	* 988,800	
0% + import duty	950,400	- RISK RUMOR
2% overblow	* 744,880	
DIRECT	622,400	
		1,091,200 (No import duty)
		769,000 Factory Cost

988
 (989)