

*DOB-H is a
copy of internal lines
B. ...
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P R E S E N T P L A N

- 1) TERMINATE SALES OF ALL NON-BIODEGRADABLE CHLORINATED
BIPHENYLS TO NON-CONTROLLABLE END USES.

COMPLETE - AUGUST 30th, 1970.

- 2) DISCONTINUE SALE OF AROCLOR 1242 TO NCR AND REPLACE
WITH HB-40 IN U.K., AND MIBP IN U.S.A.

COMPLETE - U.K. -- JULY 1st, 1970

COMPLETE - U.S. -- JANUARY 30th, 1971 ←

- 3) CLOSE THE LOOP ON HEAT TRANSFER APPLICATIONS WHERE
F/R IS VITAL AND REPLACE WITH ALTERNATES IN OTHER
CASES.

COMPLETE - DECEMBER 30th, 1970

- 4) REPLACE ALL NON-BIODEGRADABLE CHLORINATED BIPHENYLS
IN HYDRAULIC APPLICATIONS.

COMPLETE 20% - AUGUST 1st, 1970

" 40% - NOVEMBER 1st, 1970

" 100% - DECEMBER 30th, 1970 ←

- 5) CLOSE THE LOOP ON ALL NON-BIODEGRADABLE CHLORINATED
BIPHENYLS IN TRANSFORMER APPLICATIONS.

COMPLETE - AUGUST 1st, 1970

- 6) CLOSE THE LOOP ON CAPACITORS AS FAR AS POSSIBLE AND
REPLACE 1242 WITH 1242B.

COMPLETE - DECEMBER 31st, 1970 ← ?

NEW CAPITAL NEEDED

HD-40 EXPANSION - ANNISTON	- \$ 275,000
SANTOMAX R REFINING - ANNISTON	- \$ 250,000
HD-40 CAPACITY - NEWPORT	- \$ 1,000,000
MLP CAPACITY - ANNISTON ?	- \$ 1,200,000
CUMYL/NONYL PHENYL DIPHENYL PHOSPHATE JFQ	- \$ 575,000
ENGINEER/RECLAIMING EQUIPMENT	- \$ 285,000)
TOTAL NEW FIXED CAPITAL	= \$ 3,585,000

PROFITABILITY FORECAST

1971

	<u>EXISTING ASSETS</u> <u>REVENUES</u>	<u>ASSETS &</u> <u>NEW PROJECTS</u>
SALES	\$ 22.0 M	\$ 20.0 M
C. P.	\$ 3.5 M	\$ 3.0 M
N.E.A.T.	\$ 2.9 M	\$ 2.7 M
GROSS INVESTMENT	\$ 25.4 M	\$ 29.0 M
A.C.I.	11.5%	9.5%