

POLYPHENYLS FAMILY TREE

Strengths

- Best technology, worldwide.
- Sole U.S. producer of synthetic biphenyl.
- Modern plants, Anniston and Newport.
- Low sulfur process, only major commercialization of terphenyl derivatives.
- Fairly diversified outlets.

Weaknesses

- Competition of byproduct (HDA) biphenyl.
- Under-utilization of capacity.
- Anniston location not ideal.
- Running unbalanced on hydrogen.
- No technical continuity.
- Aroclor is largest outlet (50%).

ANNISTON POLYPHENYL DEPARTMENT

Capacity 90M lbs/year

Current Requirements ca. 37M lbs/year

Capital (M&E): Gross \$3,024M
Net \$ 390M

Fixed & Budgeted Costs \$ 2M/year
Total Mfg. Budget \$ 8M/year

ANNISTON HB-40 DEPARTMENT

Capacity 27M lbs/year

Current Requirements ca. 14M lbs/year

Capital (M&E): Gross \$ 713M
Net \$ 222M

Total Mfg. Budget \$ 3M/year

10/31 Prod. Plan

No Aroclor
8M lb. 1238

No Dielectric

POLYPHENYL MATL
BALANCEPOLYPHENYL MATL
BALANCEPOLYPHENYL MATL
BALANCE

1016 SALES
18800.00*
54201CM SALES
5233.00*
70/30 SALES
5918.00*
PYRB3 SALES
1645.00*
1254 SALES
2200.00*
MIPB SALES
2200.00*
BIPHENYL SALES
1520.00*
MCS 1238 SALES
200.00*
VP-1 SALES
1510.00*
HB-40 SALES
14455.00*
HB30 SALES
0.00*
SANTOWAX SALES
65.00*

1016 SALES
0.00*
54201CM SALES
0.00*
70/30 SALES
0.00*
PYRB3 SALES
0.00*
1254 SALES
0.00*
MIPB SALES
2200.00*
BIPHENYL SALES
1520.00*
MCS 1238 SALES
8000.00*
VP-1 SALES
1510.00*
HB-40 SALES
14455.00*
HB30 SALES
0.00*
SANTOWAX SALES
65.00*

1016 SALES
0.00*
54201CM SALES
0.00*
70/30 SALES
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PYRB3 SALES
0.00*
1254 SALES
0.00*
MIPB SALES
2200.00*
BIPHENYL SALES
1520.00*
MCS 1238 SALES
200.00*
VP-1 SALES
1510.00*
HB-40 SALES
14455.00*
HB30 SALES
0.00*
SANTOWAX SALES
65.00*

Input



Output

CR 1.29
SPLIT 0.54
BENZENE REQD
42742.48
BENZENE USAGE 1.15
HYDRO AVAIL 413.99
UNIT HYDR GEN 0.01
LB PURCH HYD
HB-40 164.21
UNIT PURCH HYD 0.01
TOTAL POLYPHENYL 37186.92
TOTAL BIPH 22450.10
WCM AVAIL 3379.23
MONTHS OCCUPIED 5.98

CR 1.38
SPLIT 0.29
BENZENE REQD 29605.12
BENZENE USAGE 1.28
HYDRO AVAIL 310.66
UNIT HYDR GEN 0.01
LB PURCH HYD
HB-40 267.54
UNIT PURCH HYD 0.02
TOTAL POLYPHENYL 23201.68
TOTAL BIPH 8464.85
WCM AVAIL 4330.32
MONTHS OCCUPIED 4.71

CR 1.41
SPLIT 0.16
BENZENE REQD 25456.77
BENZENE USAGE 1.37
HYDRO AVAIL 278.83
UNIT HYDR GEN 0.01
LB PURCH HYD
HB-40 299.37
UNIT PURCH HYD 0.02
TOTAL POLYPHENYL 18599.68
TOTAL BIPH 3862.85
WCM AVAIL 4776.55
MONTHS OCCUPIED 4.43

0502109

Biphenyl
Unit Cost 19.20

24.04

27.27

HB-40
Unit Cost 23.64

29.50

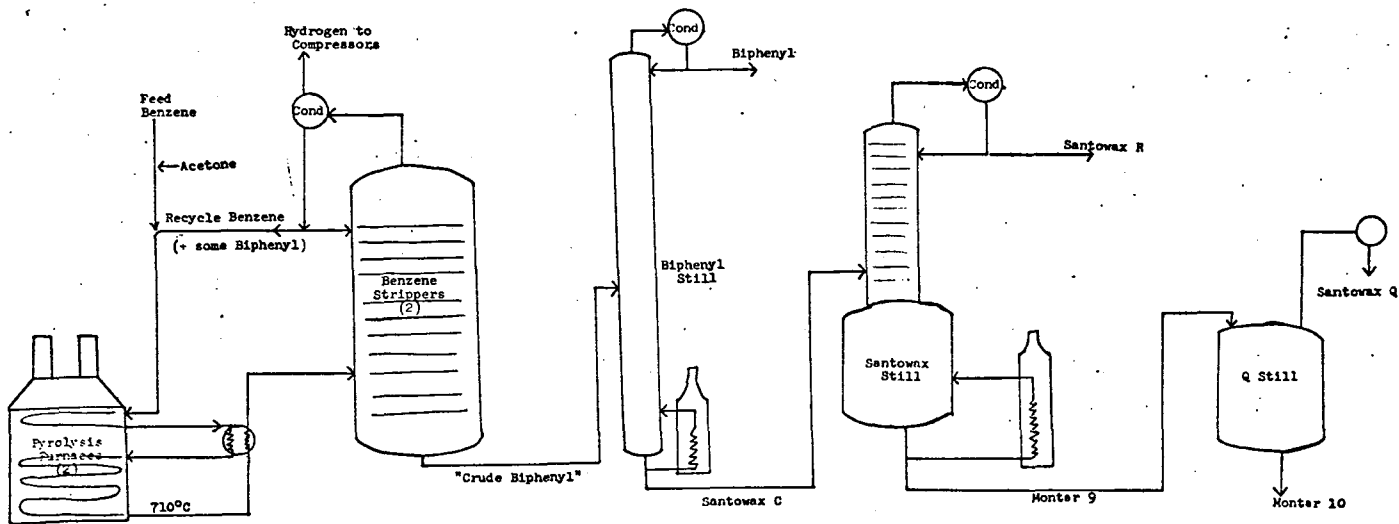
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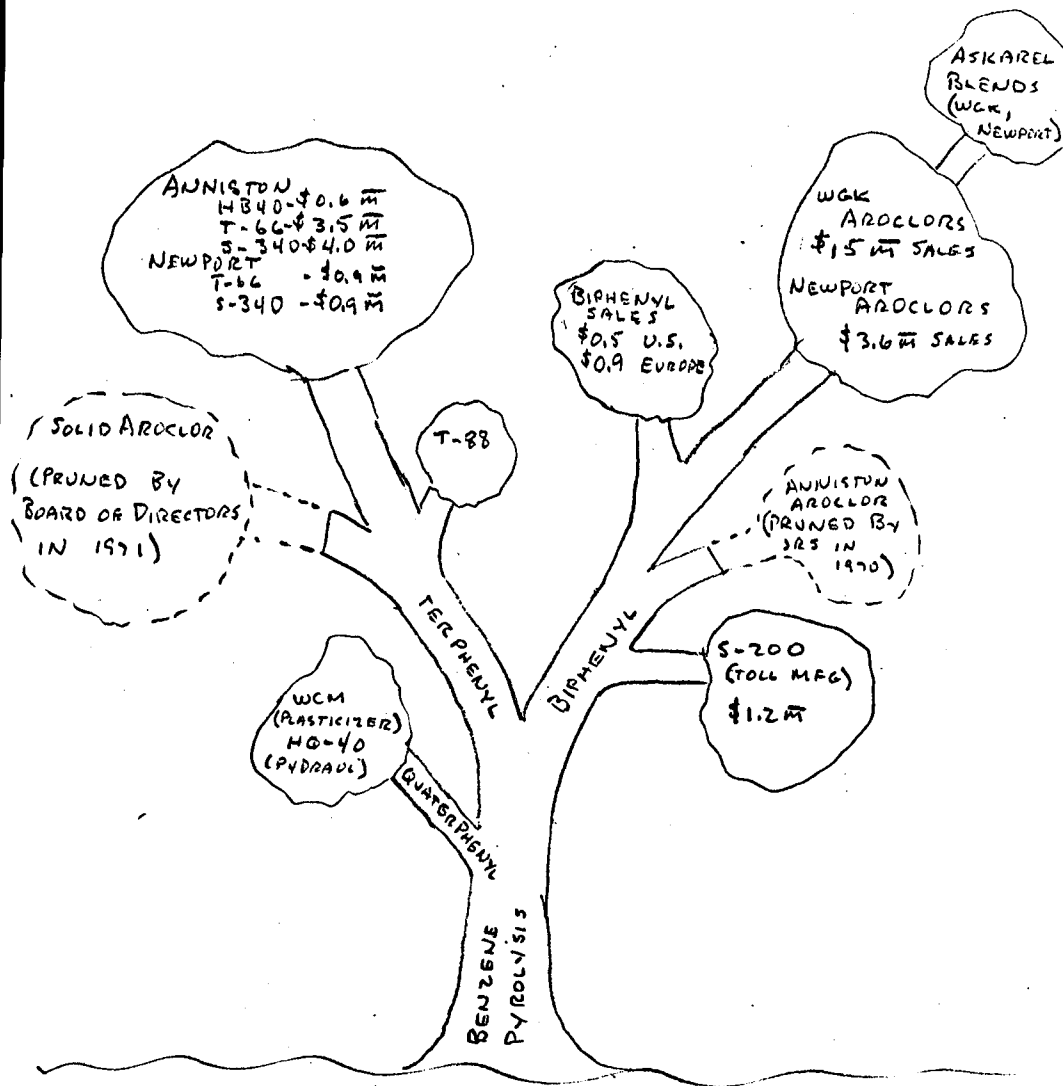
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POLYPHENYL FLOW SHEET



POLYPHENYL TREE