

ATTORNEY WORK PRODUCT								3/12/2018						
ATTORNEY CLIENT PRIVILEGE														
DO NOT COPY/DO NOT DISCLOSE														
POSF/C8 ACID CELL HOUR PRODUCTION														
posf_c8acidcellsaleshistory.xls														
	POSF SALES (CELL PRODUCTION)													
YEAR	US POSF SALES		ANTWERP POSF SALES		GLOBAL POSF SALES			C8 ACID GLOBAL SALES			PHSF GLOBAL SALES HISTORY			
	M CELL HRS	M LBS FCs	M CELL HRS	M LBS FCs	M CELL HRS	M LBS FCs		M lbs FCs (@1lb/c-hr)=M C-Hrs	ACTUAL M CELL HRS RUN		PRIMARY PHSF (M CELL HOURS)	6.18 LBS/CELL HOUR PRIMARY PHSF (M LBS/YR)	COPRODUCT PHSF 0.071 C-HR Coproduct PHSF/c-hr POSF fractiontated (50% of POSF fractionated)	GLOBAL TOTAL ESTIMATED PHSF SALES/ YR 100% FC (M lbs/yr)
1965	91	473			91	473								
1969	182	946			182	946		112	112					
1970	138	718			138	718								
1975	176	915			176	915								
1976	381	1,981	25	130	406	2,111		85	85		19	117	89	206
1977	345	1,794	146	759	491	2,553		80	80		16	99	108	207
1978	379	1,971	85	442	464	2,413		105	105		12.2	75	102	177
1979	404	2,101	138	718	542	2,818		97	97		10.3	64	119	183
1980	375	1,950	86	447	461	2,397		96	72		11.4	70	101	172
1981	406	2,111	192	998	598	3,110		60	65		21.2	131	131	262
1982	371	1,929	123	640	494	2,569		72	59		0	0	108	108
1983	413	2,148	155	806	568	2,954		72	80		0	0	125	125
1984	395	2,054	218	1,134	613	3,188		90	98		37	229	134	363
1985	420	2,184	300	1,560	720	3,744		102	82		40	247	158	405
1986	465	2,418	277	1,440	742	3,858		84	80		35	216	163	379
1987	514	2,673	249	1,295	763	3,968		102	109		35	216	167	384
1988	585	3,042	267	1,388	852	4,430		156	138		19	117	187	304
1989	700	3,640	277	1,440	977	5,080		138	118		34.6	214	214	428
1990	643	3,344	266	1,383	909	4,727		144	156		56	346	199	546
1991	582	3,026	282	1,466	864	4,493		144	75		84	519	190	709
1992	610	3,172	221	1,149	831	4,321		150	135		26	161	182	343
1993	670	3,484	330	1,716	1000	5,200		144	159		12.6	78	219	297
1994	661	3,437	395	2,054	1056	5,491		215	171		41.4	256	232	488
1995	802	4,170	395	2,054	1197	6,224		156	260		21.3	132	263	394
1996	835	4,342	371	1,929	1206	6,271		215	277		29	179	265	444
1997	802	4,170	316	1,643	1118	5,814		215	167		38.7	239	245	484
1998	830	4,316	547	2,844	1377	7,160		290	291		56.2	347	302	649
1999	772	4,014	503	2,616	1275	6,630		285	309		45.1	279	280	558
2000	893	3,456	589	2,800	1482	7,706		360	342					208
2001*	0	1346	74	924	74	385		294	368					148
2002	0	322	51	399	51	721		146	0					60
2003	0	34	0 ?		0	?		61	0					
2004	0													
*Note 2001 & 2002 sales volume mostly produced in 2000 and 1,100,000 lbs of POSF was sold in January--March 31, 2001.														
NOTE POSF YIELDS 5.2 LBS POSF FLUOROchemical TO FINISHED GOODS PER CELL HOUR.														
NOTE C8 ACID YIELDS 1.0 LBS C8 ACID FLUOROchemical TO FINISHED GOODS PER CELL HOUR. Note in 2000 and 2001 we were getting 1.4 lbs/cell hour for production in Decatur.														
2000 Est. Finished Goods Production	820	4,264	585	3,040	1405	7,304								
2001 Est. Finished Goods Production	58	300	106	550	163	850								
2002 Est. Finished Goods Production	19	100	38	200	58	300								
2000 Est. Cell Production (as finished goods)	816	4243.2	585	3042	1401	7,285								
2001 Est Cell Production (as finished goods)	0		48	249.6	48	250		Another 600M lbs of POSF to come from workup of WIP inventories.						