ANN. REB

DOMESTIC	SALES MLBS 1974A	SALES MLBS 1975P	SALES MLBS 1976B	SALES $M 1974A	SALES $M 1975P	SALES $M 1976B	GROSS PROFIT $M 1974A	GROSS PROFIT $M 1975P	GROSS PROFIT $M 1976B	NIAT $M 1974A	NIAT $M 1975P	NIAT $M 1976B	PROFESSIONAL INCOME $M 1974A	PROFESSIONAL INCOME $M 1975P	PROFESSIONAL INCOME $M 1976B	
BIPHENYL	5604	1573	1421	1381	580	522	430	285	192	104	61	58	330	225	135	11 4
SANTOSOLS	9466	6526	8340	3359	3108	4072	1131	560	953	355	342	456	86	206	502	5 8 10
MISC FLDS	193	52	846	115	378	1013	46	243	265	15	36	113	31	164	152	
IDV - HB-40/HCM	4569	4059	5760	886	1093	1459	219	313	520	44	39	80	175	274	440	
OBSOLESC/START UP							3 *	223 *	104 *				3 *	223 *	104 *	
TOTAL PROCESS	19232	12210	16367	5771	~~6159~~ 4959	7066	1823	1135	1826	518	478	707	1319	666	1125	
HYDRAULS/TORBIMS	14209	9763	11259	7663	6787	7920	1692	857	1402	659	848	886	1055	26	527	1117 2 2
HYCROLS	2265	2071	1924	2203	2681	2732	412	834	742	189	335	306	309	506	440	4 7 6
MISC FLDS	1326	481	176	869	346	262	444	127	62	75	30	29	369	97	33	
CV - PYDRAUL	23	15	25	13	12	21	2	1	4	1	—	1	1	1	3	
OBSOLESC/START UP							28 *	115 *	176 *				28 *	115 *	176 *	
TOTAL HYD/LUB	17823	12330	13324	10748	9826 9567	10935	2602	1704	2034	924	1213	1222	1706	515	827	
THERMINOLS	8215	6271	8130	2746	3411	4578	1643	1847	2385	261	341	513	1390	1515	1878	6 7 5
COOLANOLS	193	110	137	661	461	621	240	247	261	63	61	70	177	178	191	
CV - THERMINOL	235	66	530	104	24	358	57	13	123	5	1	20	52	12	103	
OBSOLESC								—	12 *					—	12 *	
TOTAL HEAT TRAN	8643	6447	8797	3511	3896	5557	1940	2107	2757	321	411	603	1619	1705	2160	
TRANSFORMER	13870	14202	10842	4522	5884	4570	1512	2326	1364	206	735	512	1319	1606	858	6 15 13
CAPACITOR	22088	13461	16000	6724	5092	6351	2745	1957	2538	307	635	711	2457	1325	1835	5 13 19
CV - PCB	10	21	200	6	15	211	2	—	9 *	—	2	24	2	2 *	33 *	
OBSOLESC/START UP							① 174 *	111 *	116 *				200 *	111 *	116 *	
TOTAL DIEL	35968	27684	27042	11252	10991	11132	4059	4172	3777	513	1372	1247	3578	2828	2544	
TOTAL FLUIDS	81666	58691	65590	31282	29440	34690	10479	9118	10394	2284	3474	3779	8222	5714	6656	

① Incineration (PCB) expense

STLCOPCB4051194

USEXPORT	SALES MLBS 1974A	SALES MLBS 1975P	SALES MLBS 1976B	SALES $M 1974A	SALES $M 1975P	SALES $M 1976B	GROSS PROFIT $M 1974A	GROSS PROFIT $M 1975P	GROSS PROFIT $M 1976B	NET $M 1974A	NET $M 1975P	NET $M 1976B	PERFORMANCE INCOME $M 1974A	PERFORMANCE INCOME $M 1975P	PERFORMANCE INCOME $M 1976B		
BIPHENYL	163	141	99	44	58	39	8	28	15	4	4	2			15		
SANTOSOL	10928	6035	8164	3471	2590	3163	1234	1019	1044	325	165	173			955		
MISC	55	4	7	13	120 200	433	24 *	183 43	74	1	20	23			59		
TOTAL PROCESS	11146	6180	8270	3528	2968	3635	1218	1273	1133	330	189	198	1029	1231	1059	141	141
PYDRAULS/TURBIN	2345	2621	2762	1311	2142	2038	304	367	145		136	111			50		
SKYDROLS	1522	1732	1585	1730	2370	2096	391	789	370		151	115			295		
MISC	250	294	161	514	219 202	293	226	160	82		36	16			75		
TOTAL HYD/LUBT	4117	4647	4508	3555	5073	4427	921	1316	597	333	323	242	694	1145	420	152	106
THERMINOLS	2201	2130	1380	800	1149	889	365	663	453		73	49			453		
COOLANOLS	77	84	22	284	515	73	104	407	29		33	4			29		
TOTAL HEAT TRAN	2278	2214	1402	1084	1664	962	469	1070	482	101	106	53	422	1088	482	124	54
TRANSFORMER	4093	4454	4154	1336	1791	1680	366	532	363		114	91			312		
CAPACITOR	2483	2270	2800	746	968	1187	290	332	515		62	65			506		
TOTAL DIEL	6576	6714	6954	2082	2759	2867	656	864	878	195	176	156	537	788	818	100	76
TOTAL FLUIDS	24117	19765	21134	10249	12464	11891	3264	4523	3090	959	794	649	2682	4252	2779		
															377		

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FUNCTIONAL PRODUCTS
FLUIDS
DOMESTIC & US EXPORT FINANCIAL PERFORMANCE

	Sales M lbs.			Sales $M			Gross Profit $M			MAT $M			Performance Income $M		
	1974A	1975P	1976B	1974A	1975P	1976B	1974A	1975P	1976B	1974A	1975P	1976B	1974A	1975P	1976B
Process Fluids	36378	18370	24037	9299	7907	10701	3041	2408	2959	848	667	905	2348	1897	2184
Hydraulics & Lub	21940	16797	17[illegible]	14303	14637	15362	3593	3080	2631	1257	1536	1464	2400	1660	1247
Heat Transfer	10981	8661	10199	4595	5580	6519	2409	3177	3239	430	517	656	2041	2793	2642
Dielectrics	45544	34458	33796	13334	13750	13999	4715	5036	4655	708	548	1403	4115	3616	3362
GRAND TOTAL	105753	78456	86737	41531	41874	46581	13658	13641	13484	3343	4268	4428	10904	9966	9435

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