SPECIALTY PRODUCTS GROUP
NEWPORT MFG'D BIPHENYL/AROCLOR SALES AND GROSS PROFIT
1970 ACTUAL - 1971 ACTUAL - 1972 BUDGET - JAN '72 ACTUAL

2117

→ REB (WC has hiscopy from your dept.)

	SALES		GROSS PROFIT	
1970 ACTUAL	MLBS	$M	$M	%
DIELECTRICS	9185	1697	818	48.2
HEAT TRANSFER	847	181	98	54.1
PLASTICIZER AROCLORS	4717	898	479	53.3
INDUSTRIAL FLUIDS	931	184	104	56.5
TOTAL AROCLORS	15680	2960	1499	50.6
BIPHENYL	5456	698	280	40.1
TOTAL PRODUCTS	21136	3658	1779	48.6
1971 ACTUAL				
DIELECTRICS	11252	2063	738	35.8
HEAT TRANSFER	977	197	78	39.6
PLASTICIZER AROCLORS	1980	390	154	39.5
INDUSTRIAL FLUIDS	748	159	75	47.2
TOTAL AROCLORS	14957	2809	1045	37.2
BIPHENYL	5244	636	200	31.4
TOTAL PRODUCTS	20201	3445	1245	36.1
1972 BUDGET				
DIELECTRICS	11851	2277	705 EST.	31.0
BIPHENYL	3732	443	137 EST.	31.0
TOTAL PRODUCTS	15583	2720	842	31.0
JAN 1972 ACTUAL				
DIELECTRICS	804	151	48 EST.	31.6
HEAT TRANSFER	8	3	1	
PLASTICIZER AROCLORS	87	28	9	
INDUSTRIAL FLUIDS	10	2	1	
TOTAL AROCLORS	909	184	59	
BIPHENYL	124	16	5	
TOTAL PRODUCTS	1033	200	64	

DSW 337930

STLCOPCB4081799

2/1

SALES PRICE AND G.P.% — (TREND INDICATOR)

	AROCLORS UNIT	AROCLORS %	BIPHENYL UNIT	BIPHENYL %
ACT. 1970	.189	50.6	.128	40.1
ACT. 1971	.188	37.2	.121	31.4
BUD. 1972	.192	31.0 EST	.119	31.0 EST.
JAN 1972	.202	31.6 EST	.129	31.6 EST.

12/31/71 BASIS

	AROCLOR	BIPHENYL	TOTAL
DIRECT INVESTMENT	588.3	1664.1	2252.4
DEPRECIATION	296.0	457.7	753.7
NET INVESTMENT	292.3	1206.4	1498.7
DISMANTLING EXPENSE (7%)	40.0	120.0	160.0
I TOTAL OBSOLESCENCE	332.3	1326.4	1658.7

II REDUNDANCY 20.3($3M) = $ ~~31M~~ 61 — 75 + ?

UNAMORTIZED INVESTMENT GRANT $182.7M

1971 COST STD HOURLY H/C

BIPHENYL	9.9
AROCLOR	10.4
	20.3 ($3M)

ROUBAN $750M / 250 H/C

III Fixed + Budgeted cost — 1972 shut-down

Biphenyl $25.3/MO

aroclor $14.6/MO

DSW 337931

STLCOPCB4081800