

STRATEGY I (HESITATION)

Corroded

position
corroded Product

Flat II

PRODUCT	1979		1980		1981		1982		1983		1984		1985		1986		1987		1988	
	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$
Domestic																				
SG-100/103	4,500	531	4,700	555	4,750	584	5,200	614	5,000	570	5,000	590	4,000	472	4,000	472	3,500	413	3,200	378
SG-104	9,000	860	9,400	919	9,900	968	10,000	978	12,000	978	10,000	978	10,000	978	10,000	978	10,000	978	10,000	978
SG-130	530	84	550	87	580	92	610	97	400	75	600	95	600	75	0	0	0	0	0	0
SG-200	360	48	400	53	410	53	420	53	420	53	420	53	420	53	420	53	420	53	420	53
SG-210	500	100	500	100	500	100	500	100	400	80	400	80	400	80	400	80	400	80	400	80
HPP	80	15	80	15	80	15	80	15	80	15	80	15	80	15	80	15	80	15	80	15
HPO	1300	260	1300	260	1350	270	1400	280	1450	290	1500	300	1500	300	1500	300	1500	300	1500	300
RG-135-P	100	25	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RG-100	250	113	250	113	200	90	150	68	150	68	150	68	150	68	150	68	150	68	150	68
RG-110	400	88	400	88	400	88	250	77	350	77	300	77	300	77	300	77	300	77	300	77
RG-144	520	252	540	270	590	295	630	315	690	345	740	370	800	400	860	430	930	465	1000	500
RG-244	520	1250	640	1345	690	1450	750	1575	770	1620	830	1740	860	1800	900	1800	900	1800	900	2100
VISB	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CSV	2300	328	2000	285	1500	214	500	71	0	0	0	0	0	0	0	0	0	0	0	0
SHUR	900	136	750	107	500	72	200	29	0	0	0	0	0	0	0	0	0	0	0	0
SG-200X	0	0	1000	140	2000	280	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SG-144	176	26	200	30	200	30	200	44	300	44	0	0	0	0	0	0	0	0	0	0
SG-204 (Bulk)	-	-	-	-	-	-	4000	520	5000	650	5000	650	6000	780	7000	910	8000	1040	9000	1170
Total Domestic	21545	4186	22710	4367	23240	4601	25090	4836	25170	4905	25000	5016	25070	5118	25570	5213	25510	5327	26330	5562
Export																				
SG-100-EX	7700	312	2800	324	2900	335	2700	335	3000	347	3000	347	3000	347	3000	347	2500	324	2000	231
SG-102-EX	800	96	840	101	880	106	900	108	900	108	900	108	900	108	900	108	900	108	900	108
SG-130-EX	150	22	150	22	150	22	150	22	150	22	150	22	150	22	150	22	150	22	150	22
AS-200	1200	157	1200	157	1200	157	1200	157	1200	170	1300	170	1300	170	1300	170	1300	170	1300	170
SG-210	100	18	100	18	100	18	100	18	100	18	100	18	100	18	100	18	100	18	100	18
HPP-EX	2800	474	2700	457	2600	440	2500	423	2400	406	2200	372	2200	372	2200	372	2200	372	2200	372
HPO-EX	600	135	600	135	600	135	600	135	600	135	500	101	500	111	500	101	500	101	500	101
T-135-P-EX	100	58	100	58	100	58	0	0	0	0	0	0	0	0	0	0	0	0	0	0
T-135-O-EX	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RG-110-EX	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RG-144-EX	300	150	320	160	350	175	380	190	410	205	440	220	480	240	510	255	560	280	620	300
SX-14	200	72	215	77	230	83	250	90	270	97	290	104	320	115	340	122	370	133	400	144
RG-244-EX	300	625	320	670	350	730	380	775	410	860	440	920	480	1000	510	1070	560	1170	600	1250
SX-24	315	724	560	770	600	840	650	910	620	872	530	745	460	650	370	550	300	420	200	280
Total Export	9835	2846	9775	2969	10130	3097	10010	3169	10160	3226	9850	3127	9740	3121	9650	3075	9470	3078	8700	2756
TOTAL	31380	7032	32685	7336	33370	7700	35100	8005	35350	8131	34850	8143	34850	8237	35240	8368	35000	8405	35000	8518

STRATEGY II

Feb 11

PRODUCT	1979		1980		1981		1982		1983		1984		1985		1986		1987		1988	
	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$
Domestic																				
SG-100/103	4500	5.31	4720	5.5	15000	15.00	15000	15.00	15000	15.00	15000	15.00	15000	15.00	15000	15.00	15000	15.00	15000	15.00
SG-104	9000	8.60	9400	9.19	25000	22.50	25000	22.50	25000	22.50	25000	22.50	25000	22.50	25000	22.50	25000	22.50	25000	22.50
SG-130	530	5.7	550	5.7	550	5.7	550	5.7	550	5.7	550	5.7	550	5.7	550	5.7	550	5.7	550	5.7
SG-200	360	4.0	400	5.3	420	5.3	420	5.3	420	5.3	420	5.3	420	5.3	420	5.3	420	5.3	420	5.3
SG-210	500	10.0	500	10.0	500	10.0	500	10.0	500	10.0	500	10.0	500	10.0	500	10.0	500	10.0	500	10.0
HPP	80	1.5	80	1.5	80	1.5	80	1.5	80	1.5	80	1.5	80	1.5	80	1.5	80	1.5	80	1.5
HPO	1300	260	1300	260	1300	260	1300	260	1300	260	1300	260	1300	260	1300	260	1300	260	1300	260
CG-135-P	100	25	100	25	100	25	100	25	100	25	100	25	100	25	100	25	100	25	100	25
RG-100	250	113	250	113	250	113	250	113	250	113	250	113	250	113	250	113	250	113	250	113
RG-110	420	5.6	400	8.8	420	8.8	420	8.8	420	8.8	420	8.8	420	8.8	420	8.8	420	8.8	420	8.8
RG-144	540	25.2	540	27.0	590	29.5	630	31.5	670	34.5	740	37.0	800	40.0	840	43.0	880	46.5	1000	50.0
RG-244	575	12.50	640	13.45	670	14.50	750	15.75	770	16.20	830	17.40	860	18.00	900	18.70	920	19.15	1000	21.00
VISB	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CSV	2300	32.8	2000	28.5	1500	21.4	500	7.1	0	0	0	0	0	0	0	0	0	0	0	0
SHUR	950	13.6	750	10.7	500	2.2	220	2.9	0	0	0	0	0	0	0	0	0	0	0	0
SG-200X	0	0	1000	14.0	2000	28.0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SG-144	176	2.6	200	3.0	200	3.0	300	4.1	300	4.4	500	6.50	600	7.80	700	9.10	800	10.40	900	12.70
SG-204 (Buik)	—	—	—	—	—	—	4000	52.0	5000	65.0	5000	65.0	6000	78.0	7000	91.0	8000	104.0	9000	117.0
Total Domestic	21545	418.6	22710	434.7	48940	678.9	19870	699.4	50190	708.7	50000	719.8	51090	733.8	50530	747.3	51510	752.6	51330	772.6
Export																				
SG-100-EX	7720	31.2	7870	22.4	2700	33.5	2700	33.5	3000	34.7	3000	34.7	3000	34.7	3000	34.7	3000	34.7	3000	34.7
SG-102-EX	800	9.6	810	10.1	880	10.5	700	10.8	900	10.8	900	10.8	900	10.8	900	10.8	900	10.8	900	10.8
SG-130-EX	150	2.1	150	2.2	50	2.2	150	2.2	150	2.2	150	2.2	150	2.2	150	2.2	150	2.2	150	2.2
AS-200	1200	15.7	1200	15.7	1200	15.7	1200	15.7	1300	17.0	1300	17.0	1300	17.0	1300	17.0	1300	17.0	1300	17.0
SG-210	100	1.8	100	1.8	100	1.8	100	1.8	100	1.8	100	1.8	100	1.8	100	1.8	100	1.8	100	1.8
HPP-EX	2800	47.4	2700	45.7	2420	44.0	2500	42.0	2400	40.6	2200	37.2	2200	37.2	2200	37.2	2200	37.2	2200	37.2
HPO-EX	670	13.5	670	13.5	670	13.5	670	13.5	600	12.1	500	10.1	500	10.1	500	10.1	500	10.1	500	10.1
T-135-P-EX	100	5.8	100	5.8	100	5.8	0	0	0	0	0	0	0	0	0	0	0	0	0	0
T-135-O-EX	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RG-110-EX	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RG-144-EX	300	15.0	320	16.0	350	17.5	350	19.0	400	20.5	440	22.0	480	24.0	510	25.5	560	28.0	600	30.0
SK-14	200	7.2	215	7.7	220	8.3	250	9.0	270	9.7	290	10.4	320	11.5	340	12.2	370	13.3	400	14.4
RG-244-EX	300	6.25	320	6.70	350	7.30	380	7.95	410	8.60	440	9.20	480	10.00	510	10.70	560	11.70	600	12.50
SK-24	315	7.24	360	7.90	400	8.40	450	9.10	420	8.72	530	7.45	440	6.50	390	5.50	300	4.20	200	2.50
Total Export	7835	28.46	7775	20.7	10130	30.77	10010	31.67	10160	32.26	9850	31.27	9740	31.21	9650	29.75	9470	30.78	8700	29.56
TOTAL	31380	703.2	32685	733.6	59270	988.4	57880	1010.3	60350	1031.3	59850	1032.5	60030	1045.7	60440	1056.8	60030	1066.4	60030	1073.2

51. 10 7.0

STRATEGY III

(MKT. PENETRATION B)

Main Line

10/29/2004

Fct JF

PRODUCT	1979		1980		1981		1982		1983		1984		1985		1986		1987		1988	
	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$	Tons	M\$
Domestic																				
SG-100/103	4,500	531	4,700	555	4,700	554	5,200	614	5,000	570	5,000	572	4,000	472	3,500	412	2,700	311	2,400	283
SG-104	9,000	860	9,400	712	9,100	705	10,000	778	10,000	778	10,000	778	10,000	778	10,000	778	10,000	978	10,000	978
SG-130	530	51	550	57	500	72	400	37	300	48	300	15	450	71	0	0	0	0	0	0
SG-200	360	42	400	52	400	53	400	53	400	53	400	53	400	53	400	53	400	53	400	53
SG-210	500	100	500	100	500	100	500	100	400	80	400	15	400	80	0	0	0	0	0	0
HPP	80	15	80	15	80	15	80	15	80	15	80	15	80	15	80	15	80	15	80	15
HPO	1300	260	1300	260	1300	270	1400	280	1400	290	1500	300	1500	300	1500	300	1500	300	1500	300
CG-135-P	100	75	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RG-100	250	113	250	113	200	90	150	68	150	68	150	68	150	68	150	68	150	68	150	68
RG-110	400	85	400	85	400	88	350	72	350	77	300	77	300	77	0	0	0	0	0	0
RG-144	514	252	540	270	570	275	600	295	670	345	740	370	800	400	860	430	930	445	1000	500
RG-244	575	1250	640	1345	670	1450	750	1575	870	1830	970	2040	1080	2270	1220	2510	1360	2860	1550	3256
VISB	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
CSV	2300	328	2000	285	1800	214	500	71	0	0	0	0	0	0	0	0	0	0	0	0
SHUR	950	136	750	107	500	72	200	27	0	0	0	0	0	0	0	0	0	0	0	0
SG-200X	0	0	1000	140	2000	250	0	0	0	0	0	0	0	0	0	0	0	0	0	0
SG-144	176	26	200	30	200	30	300	44	0	0	0	0	0	0	0	0	0	0	0	0
SG-204 (Bolt)	—	—	—	—	—	—	0000	520	5000	650	5000	650	6000	720	7000	710	8000	1040	9000	1170
Total Domestic	21545	4186	22710	4347	23840	4401	25070	4836	24690	5024	25140	5316	25160	5564	24710	5727	25120	6098	26080	6623
Export																				
SG-100-EX	2700	312	2800	324	2700	325	2900	335	3100	347	3000	347	3000	317	2900	335	2700	278	1000	116
SG-102-EX	500	76	840	101	500	100	900	118	700	108	700	118	900	105	900	108	900	108	900	108
SG-130-EX	150	22	150	22	150	22	150	22	150	22	150	22	0	0	0	0	0	0	0	0
AS-200	1200	157	1200	157	1200	157	1200	157	1200	170	1200	170	1200	170	1200	170	1200	170	1200	170
SG-210	100	18	100	18	100	18	100	18	100	18	100	18	0	0	0	0	0	0	0	0
HPP-EX	2800	474	2700	457	2400	440	2500	423	2400	406	2200	372	2200	372	2200	372	2200	372	2200	372
HPO-EX	670	135	670	135	670	135	600	121	600	121	500	101	500	101	500	101	500	101	500	101
T-135-P-EX	100	58	100	58	100	58	0	0	0	0	0	0	0	0	0	0	0	0	0	0
T-135-0-EX	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RG-110-EX	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
RG-144-EX	300	150	320	160	350	175	380	190	410	205	440	220	480	240	510	255	560	280	600	300
SX-14	200	72	215	77	230	83	250	90	270	97	290	104	320	115	340	122	370	133	400	144
RG-244-EX	300	175	320	170	350	170	380	175	440	192	490	195	540	190	600	1256	660	1382	750	1570
SX-24	515	724	560	770	600	840	650	910	770	1082	850	1175	940	1321	1050	1476	1160	1630	1300	1830
Total Export	9835	2846	9775	2767	10130	3077	10010	3187	10340	3497	10120	3664	10180	3704	10300	4795	10050	4454	8950	4711
TOTAL	31380	7032	32685	7322	33970	7700	35080	8005	35030	8521	35260	8980	35340	7468	35010	9922	35170	10552	35030	11334

new data 8/6/04

5/21/90 no