

## VCM - CONSUMPTION - FISCAL 1981

[illegible]

VCM - UNLOADED - FISCAL 1981

| MONTH          | DIAMOND<br>SHAMECK | DOW<br>(PT + PV) | DOW<br>(PIPELINE-OR) | ETHYL     | GEORGIA<br>PACIFIC | HOOKER<br>(SHELL) | SHELL<br>(PT + PV) | SHELL<br>(BU) | UNIROYAL   | TOLL-<br>ROBINTECH | TOLL-<br>SUNTECH | TOLL-<br>UNIROYAL | TOTAL       |
|----------------|--------------------|------------------|----------------------|-----------|--------------------|-------------------|--------------------|---------------|------------|--------------------|------------------|-------------------|-------------|
| JAN. '81       | 5,912,230          | 4,358,242        | 3,823,438            | —         | —                  | —                 | 7,433,467          | 10,578,000    | 892,500    | 4,112,200          | —                | 179,120           | 37,289,197  |
| FEB.           | 7,511,830          | 702,383          | 13,478,448           | —         | —                  | —                 | 14,883,770         | 10,217,000    | 1,601,880  | 1,961,120          | 2,680,120        | 1,071,120         | 54,107,671  |
| MAR.           | 1,763,980          | —                | 15,918,511           | —         | —                  | 1,628,474         | 19,691,186         | 8,784,000     | 3,037,840  | 1,436,260          | —                | 357,940           | 52,618,191  |
| 1st QTR TOTAL  | 15,188,040         | 5,060,625        | 33,220,397           | —         | —                  | 1,628,474         | 42,008,423         | 29,579,000    | 5,532,220  | 7,509,580          | 2,680,120        | 1,608,180         | 144,055,059 |
| APR. '81       | —                  | —                | 2,894,048            | —         | —                  | —                 | 19,205,348         | 11,079,000    | 178,520    | 1,607,380          | —                | —                 | 34,764,294  |
| MAY            | —                  | —                | 11,396,867           | —         | 688,500            | —                 | 18,898,700         | 11,303,000    | 2,877,120  | 1,618,280          | —                | 359,940           | 47,142,407  |
| JUNE           | 5,358,286          | —                | 16,750,000           | 2,507,112 | 4,613,650          | —                 | 8,903,040          | 9,551,000     | 1,949,199  | 2,316,540          | —                | 530,187           | 52,483,014  |
| 2nd QTR TOTAL  | 5,358,286          | —                | 31,040,915           | 2,507,112 | 5,302,150          | —                 | 47,011,086         | 31,933,000    | 5,024,839  | 5,542,200          | —                | 890,127           | 134,589,715 |
| 1st HALF TOTAL | 20,546,326         | 5,060,625        | 64,261,312           | 2,507,112 | 5,302,150          | 1,628,474         | 89,019,509         | 61,512,000    | 10,537,059 | 13,051,780         | 2,680,120        | 2,498,307         | 278,604,774 |

**OCC 016694**

VCM SHIPPED - FISCAL 1981

| MONTH             | DOW        | (PT + PV)<br>SHELL | UNIROYAL<br>(PURCHASE) | UNIROYAL<br>(TOLL) | DOW<br>(PIPELINE) | DIAMOND<br>SHAMROCK | HOOKER-RULO<br>1. TOLL<br>2. PURCH. | ROBINTECH<br>1. TOLL<br>2. PURCH. | 1. AIR PAX (TOLL)<br>2. SHIPTECH (TOLL) | GEORGIA<br>PACIFIC | ETHYL     | PT/PV/OR<br>TOTAL | SHELL -<br>BULK/DRUM |
|-------------------|------------|--------------------|------------------------|--------------------|-------------------|---------------------|-------------------------------------|-----------------------------------|-----------------------------------------|--------------------|-----------|-------------------|----------------------|
| NOVEMBER '80      | 10,742,100 | 4,088,000          | 2,503,420              | 714,780            | 11,536,790        | —                   | 1,332,872                           | 2,141,720                         | 1,306,248                               | —                  | —         | 35,303,717        |                      |
| DECEMBER          | 5,438,241  | 8,136,639          | 1,967,720              | 537,160            | 17,149,890        | 5,194,950           | —                                   | 2,146,620                         | —                                       | —                  | —         | 41,461,920        |                      |
| TOTAL NOV/DEC '80 | 16,180,341 | 12,224,639         | 4,471,120              | 1,251,940          | 28,686,680        | 5,194,950           | 2,332,682                           | 4,454,040                         | 1,069,248                               | —                  | —         | 76,765,637        |                      |
| JANUARY '81       | —          | 6,215,646          | 711,380                | 717,880            | 3,823,438         | 3,753,750           | —                                   | 1,213,640                         | —                                       | —                  | —         | 17,358,534        | 11,155,860           |
| FEBRUARY          | —          | 18,453,423         | 3,142,548              | 532,360            | 13,428,448        | 6,239,340           | 2,162,474                           | 1,303,840                         | 2,260,120                               | —                  | —         | 48,193,553        | 8,637,300            |
| MARCH             | —          | 22,341,510         | 2,140,840              | 357,940            | 15,918,511        | —                   | —                                   | 1,965,920                         | —                                       | —                  | —         | 42,724,721        | 11,495,700           |
| 1st QTR TOTAL     | —          | 47,010,579         | 4,994,768              | 1,608,180          | 23,220,397        | 9,993,090           | 1,628,474                           | 7,141,200                         | 2,680,120                               | —                  | —         | 108,276,808       | 31,288,860           |
| APRIL, '81        | —          | 16,358,165         | 2,158,040              | 359,940            | 2,894,048         | —                   | —                                   | 1,1077,420                        | —                                       | —                  | —         | 22,847,613        | 9,359,285            |
| MAY               | —          | 15,698,983         | 1,436,860              | —                  | 11,396,847        | 3,033,956           | —                                   | 1,540,860                         | —                                       | 4,290,350          | —         | 26,397,876        | 13,356,583           |
| JUNE              | —          | 5,512,546          | 1,767,179              | 530,187            | 16,750,000        | 3,758,880           | —                                   | 1,230,440                         | —                                       | 668,800            | 2,837,167 | 34,155,199        |                      |
| 2nd QTR TOTAL     | —          | 37,569,694         | 5,362,079              | 890,127            | 31,040,915        | 6,792,836           | —                                   | 3,948,720                         | —                                       | 4,959,150          | 2,837,167 | 93,400,688        |                      |
| 3rd HALF TOTAL    |            | 84,580,273         | 10,356,847             | 2,498,307          | 64,261,312        | 16,785,926          | 1,628,474                           | 11,089,920                        | 2,680,120                               | 4,959,150          | 2,837,167 | 201,677,496       |                      |

# MAJOR PHTHALATE PLASTICIZER SUMMARY

Exxon

USS

| DIDP          |      |               |                  | DOP              |      |      |  | 6-10          |                  |  |  | MONTHLY TOTAL POUNDS ORDERED |           |
|---------------|------|---------------|------------------|------------------|------|------|--|---------------|------------------|--|--|------------------------------|-----------|
|               | DIDP | MONTHLY TOTAL | CUMULATIVE TOTAL | DOP              | DIDP | 6-10 |  | MONTHLY TOTAL | CUMULATIVE TOTAL |  |  |                              |           |
| NOVEMBER '80  | 120  | 120           | 120              | —                | 200  | —    |  | 200           | 200              |  |  | NOVEMBER '80                 | 600,000   |
| DECEMBER      | 80   | 80            | 200              | —                | 200  | —    |  | 200           | 400              |  |  | DECEMBER                     | 560,000   |
| NOV/DEC TOTAL | 200  | 200           | 200              | —                | 400  | —    |  | 400           | 400              |  |  | TOTAL                        | 1,160,000 |
| JANUARY '81   | 180  | 180           | 180              | —                | 400  | —    |  | 400           | 400              |  |  | JANUARY '81                  | 776,000   |
| FEBRUARY      | 120  | 120           | 300              | —                | 240  | —    |  | 240           | 640              |  |  | FEBRUARY                     | 640,000   |
| MARCH         | 80   | 80            | 380              | —                | 80   | —    |  | 80            | 720              |  |  | MARCH                        | 240,000   |
| APRIL         | 40   | 40            | 420              | —                | 80   | —    |  | 80            | 800              |  |  | 1ST QTR TOTAL                | 1,656,000 |
| MAY           | 80   | 80            | 500              | —                | 200  | —    |  | 200           | 1000             |  |  | APRIL                        | 200,000   |
| JUNE          | 0    | 0             | 500              | —                | 40   | —    |  | 40            | 1040             |  |  | MAY                          | 560,000   |
|               |      |               |                  |                  |      |      |  |               |                  |  |  | JUNE                         | 40,000    |
|               |      |               |                  |                  |      |      |  |               |                  |  |  | 2ND QTR TOTAL                | 800,000   |
|               |      |               |                  |                  |      |      |  |               |                  |  |  | 1 ST. HALF TOTAL             | 2,456,000 |
| BASE          |      |               |                  | MONSANTO         |      |      |  |               |                  |  |  |                              |           |
|               | DOP  | DIDP          | MONTHLY TOTAL    | CUMULATIVE TOTAL | 711  | 88P  |  | MONTHLY TOTAL | CUMULATIVE TOTAL |  |  |                              |           |
| NOVEMBER '80  | 160  | —             | 160              | 160              | 40   | 80   |  | 120           | 120              |  |  |                              |           |
| DECEMBER      | 40   | 40            | 80               | 240              | 40   | 160  |  | 200           | 320              |  |  |                              |           |
| NOV/DEC TOTAL | 200  | 40            | 240              | 240              | 80   | 240  |  | 320           | 320              |  |  |                              |           |
| JANUARY '81   | 120  | —             | 120              | 120              | 40   | 36   |  | 76            | 76               |  |  |                              |           |
| FEBRUARY      | 80   | —             | 80               | 200              | 80   | 120  |  | 200           | 276              |  |  |                              |           |
| MARCH         | 40   | —             | 40               | 240              | —    | 40   |  | 40            | 316              |  |  |                              |           |
| APRIL         | 40   | —             | 40               | 280              | —    | 40   |  | 40            | 356              |  |  |                              |           |
| MAY           | 40   | 40            | 80               | 360              | 40   | 160  |  | 200           | 556              |  |  |                              |           |
| JUNE          | 0    | 0             | 0                | 360              | 0    | 0    |  | 0             | 556              |  |  |                              |           |

256 REV. 2-1-80

OCC 016696

FISCAL  
CAL. 1981

### APPROXIMATE POSITION OF VOLUME DISCOUNT PROGRAMS

| ARGUS        |                 |                    |               | SYNTHETIC PRODUCTS |                   |               |  | BORG WARNER    |                   |               |                        |
|--------------|-----------------|--------------------|---------------|--------------------|-------------------|---------------|--|----------------|-------------------|---------------|------------------------|
| MONTH        | DOLLARS ORDERED | CUMULATIVE DOLLARS | VENDOR REPORT | POUNDS ORDERED     | CUMULATIVE POUNDS | VENDOR REPORT |  | POUNDS ORDERED | CUMULATIVE POUNDS | VENDOR REPORT |                        |
| NOVEMBER '80 | 69,014          | 69,014             |               | 28,275             | 28,275            |               |  | *              | #                 |               | * SEE CAL. 1980 REPORT |
| DECEMBER     | 66,080          | 135,094            |               | 26,440             | 54,715            |               |  | *              | #                 |               |                        |
| JANUARY '81  | 47,891          | 182,985            |               | 73,700             | 128,415           | 122,660       |  | 277,024        | 277,024           |               |                        |
| FEBRUARY     | 25,005          | 207,990            |               | 23,250             | 151,665           |               |  | 237,600        | 514,624           |               |                        |
| MARCH        | 70,218          | 278,208            |               | 30,200             | 181,865           |               |  | 0              | 514,624           | 510,092       |                        |
| APRIL        | 45,171          | 323,379            |               | 71,200             | 253,065           |               |  | 192,500        | 707,124           |               |                        |
| MAY          | 5,297           | 328,676            |               | 0                  | 253,065           |               |  | 198,044        | 905,168           |               |                        |
| JUNE         | 13,674          | 342,350            |               | 27,875             | 280,940           |               |  | 158,400        | 1,063,568         |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                |                   |               |                        |
|              |                 |                    |               |                    |                   |               |  |                | </                |               |                        |

356 REV. 3-1-47

**OCC 016697**