

A. J. Koenig (B3NF)

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The attached schedules list 1970 and 1971 sales and gross profit performance by product group for PCB/PCT containing products.

A. J. Koenig

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Enclosure

DSW 337939

STLCOPCB4081808

SPECIALTY PRODUCTS GROUP

SCHEDULE A

WORLD-WIDE SUMMARY-PCB/PCT SALES AND GROSS PROFIT
1970 AND 1971 ACTUAL

1970 ACTUAL				1971 ACTUAL				
SALES		GROSS PROFIT		SALES		GROSS PROFIT		
M LBS.	\$M	\$M	%	M LBS.	\$M	\$M	%	
PCB'S								
Plasticizer Aerosol	25149	4297	2068	48.0	5026	688	208	22.9
Heat Transfer	5556	1505	984	65.4	4435	1308	764	58.4
Dielectrics	62661	9618	4015	41.7	51303	8794	2974	33.6
Industrial Fluids	21689	5390	2386	44.3	8257	2076	859	41.4
Total	115255	20810	9448	45.4	69021	13066	4860	36.7
PCT'S								
Plasticizer Aerosol	14039	2513	754	30.0	19753	3740	1298	34.7
Heat Transfer	None			None				
Dielectrics	None			None				
Industrial Fluids	852	256	35	13.7	13922	3704	1158	31.3
Total	14891	2769	789	28.5	33675	7444	2456	33.0

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SPECIALTY PRODUCTS GROUP

SCHEDULE B

WORLD-WIDE PCB SALES & GROSS PROFIT

1970 AND 1971 ACTUAL

				1970 ACTUAL		1971 ACTUAL		
				SALES		SALES		
				M LBS. \$M		M LBS. \$M		
				GROSS PROFIT		GROSS PROFIT		
				\$		\$		
<u>DOMESTIC</u>								
Plasticizer Additives	19489	3232	1517	46.9	2662	426	23	5.4
Heat Transfer	4086	1146	768	67.0	3111	1012	626	61.9
Dielectrics	43486	6366	2682	42.1	31377	5320	1856	34.9
Industrial Fluids	<u>15171</u>	<u>3889</u>	<u>1883</u>	<u>48.4</u>	<u>3705</u>	<u>1089</u>	<u>509</u>	<u>46.7</u>
Total	82132	14633	6850	46.8	40855	7847	3014	38.4
<u>US EXPORT</u>								
Plasticizer Additives	993	167	67	40.1	384	72	26	36.1
Heat Transfer	679	178	118	66.3	347	99	60	60.6
Dielectrics	10190	1555	515	33.0	8674	1411	380	26.9
Industrial Fluids	<u>5587</u>	<u>1317</u>	<u>399</u>	<u>30.3</u>	<u>3804</u>	<u>828</u>	<u>275</u>	<u>33.2</u>
Total	17443	3217	1099	34.2	13209	2410	741	30.7
<u>EX-USA</u>								
Plasticizer Additives	4717	898	479	53.3	1980	390	154	39.5
Heat Transfer	847	181	98	54.1	977	197	78	39.6
Dielectrics	9185	1697	818	48.2	11252	2063	738	35.8
Industrial Fluids	<u>931</u>	<u>184</u>	<u>104</u>	<u>56.5</u>	<u>7848</u>	<u>159</u>	<u>75</u>	<u>47.2</u>
Total	15680	2960	1499	50.6	14957	2809	1045	37.2

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SPECIALTY PRODUCTS GROUP

SCHEDULE C

WORLD-WIDE PCT SALES AND GROSS PROFIT
1970 AND 1971 ACTUAL

	1970 ACTUAL				1971 ACTUAL			
	SALES M LBS	\$M	GROSS PROFIT \$M	\$	SALES M LBS.	\$M	GROSS PROFIT \$M	\$
<u>DOMESTIC</u>								
Plasticizer Aroclors	11662	2083	625	30.0	15496	2966	1045	35.2
Industrial Fluids	741	227	36	15.9	11573	3120	1063	34.1
Total	<u>12403</u>	<u>2310</u>	<u>661</u>	<u>28.6</u>	<u>27069</u>	<u>6086</u>	<u>2108</u>	<u>34.6</u>
<u>US EXPORT</u>								
Plasticizer Aroclors	2377	430	129	30.0	4251	774	253	32.7
Industrial Fluids	111	29	14	-	2349	584	95	16.3
Total	<u>2488</u>	<u>459</u>	<u>128</u>	<u>27.9</u>	<u>6600</u>	<u>1358</u>	<u>348</u>	<u>25.6</u>

EX-USANone

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