

Pencil - Actual
Blue - (Projected) CAL. / FISCAL 1978 PURCHASES

VCM- Shipped- Fiscal 1977-78

[illegible]

OCC 016705

VCM- Unloaded - FISCAL 1977-78

Month	Dow	Shell	UNEMPLOYAL TOLL	UNEMPLOYAL PULASKI	FRANKLIN DEL. TOLLS (UNEMPLOYAL)	HOOPER L.L.	HOOPER TOLL	Required For TOTAL	Consumption Perryville Pottstown	Actual Shapage Due To Lack of Information Perryville Pottstown	Total Actual Shapage Due To Lack of Information
November 77	15,536,880	8,564,430	-	3,711,400	-	-	-	27,812,710	11,553,000 14,000,000	14,178,664 13,518,850	-
December	13,922,276	5,972,759	536,560	731,000	583,100	-	-	22,745,695	16,500,000 17,000,000	13,272,509 9,553,243	-
January 78	17,669,600	7,441,716	708,580	2,294,400	2,491,220	-	-	27,605,516	13,700,000 13,000,000	15,605,042 12,613,015	-
1st Qtr. TOTAL	44,128,756	21,978,905	1,245,140	7,736,800	3,074,320	-	-	78,163,921	47,700,000 39,000,000	43,056,215 35,685,168	-
February	14,203,013	7,067,434	539,160	2,311,300	-	555,080	-	24,675,987	14,045,000 12,540,000	13,658,107 11,511,080	-
March	20,914,970	7,424,051	537,960	2,613,775	-	-	-	31,490,756	16,000,000 14,455,000	15,838,820 14,476,246	-
April	19,365,170	7,437,340	362,540	2,012,800	-	-	105,534	28,723,384	14,900,000 14,995,000	14,980,187 14,070,714	-
2nd Qtr. TOTALS	53,483,153	21,928,825	1,439,660	6,937,875	-	555,080	105,534	84,810,127	44,945,000 41,990,000	44,477,184 40,078,040	-
1st Half TOTALS	97,611,909	43,907,730	2,684,800	14,674,675	3,074,320	-	105,534	163,054,048	80,990,000 87,533,399	75,763,208	-
May	18,911,476	8,877,415	356,240	3,331,820	-	-	-	31,476,945	16,600,000 13,925,000	16,677,249 15,042,297	-
June	16,837,910	6,344,844	291,100	3,652,420	-	-	-	27,126,324	14,100,000 10,800,000	16,503,645 13,961,759	-
July	13,742,100	6,358,171	-	1,748,500	-	-	-	21,842,771	10,365,000 10,600,000	10,241,525 10,463,424	-
3rd Qtr. TOTALS	49,491,486	21,580,500	647,340	8,732,740	-	-	-	80,452,060	41,125,000 35,325,000	43,441,419 36,467,480	-
9 Mo. TOTALS	147,103,389	65,488,230	3,332,140	23,407,415	3,074,320	555,080	105,534	243,506,108	133,770,000 116,315,000	130,974,818 112,230,688	-
August	18,405,330	8,337,444	-	3,502,400	593,600	-	-	30,838,774	19,080,000 14,460,000	16,420,967 14,932,800	-
September	17,904,800	9,538,943	-	1,945,700	583,100	-	-	30,155,039	17,405,000 13,395,000	16,569,608 13,308,641	-
October	20,830,230	7,120,157	-	3,165,900	-	-	-	31,116,287	15,365,000 14,475,000	17,112,278 14,684,005	-
4th Qtr. TOTALS	57,140,360	24,996,544	-	8,614,000	1,176,700	-	-	92,110,290	51,850,000 42,330,000	50,102,853 43,725,446	-
Yearly TOTALS	204,243,749	90,484,774	3,332,140	32,021,415	4,251,020	555,080	105,534	335,616,401	185,620,000 158,645,000	181,077,671 155,156,134	-

FISCAL 1978

Vinyl Acetate Unloaded

	Celanese	UST			Consumption
Nov. 77	278,120	94,160			367,877
Dec.	188,000	216,420			427,612
Jan. 78	297,790	95,100			415,575
1st Qtr. TOTAL	783,910	405,680		1,189,590	1,211,076
February	255,960	208,760			424,219
March	275,820	368,360			606,519
April	341,880				363,580
2nd Qtr. TOTAL	893,660	577,120		1,470,780	1,456,113
1st Half TOTAL	1,677,570	982,800		2,660,370	2,667,199
May	153,480	316,100			100,751
June	196,340	93,360			326,651
July	92,360	239,300			318,287
3rd Qtr. TOTAL	442,180	648,760		1,090,940	1,055,609
9 Mo. TOTAL	2,119,750	1,631,560		3,751,310	3,722,808
August	330,690	156,615			522,563
Sept.	295,130	184,805			447,513
Oct.	433,280	280,860			782,220
4th Qtr. TOTAL	1,059,100	622,280		1,681,380	1,752,296
Yearly Totals	3,178,850	2,253,840		5,432,690	5,475,104
Price Effective Date					
F.O.B. Monthly Commitment					

OCC 016707

FISCAL 1978

Major Phthalate Plasticizer Summary

Monthly Total Pounds Ordered

FISCAL 1978

November	1,170,000	
December	1,260,000	
January	1,305,000	
1st Qtr. TOTALS		3,735,000

February	1,215,000
March	1,710,000
April	1,260,000
2nd Qtr. TOTALS	<u>4,185,000</u>

1st Half TOTALS	7,920,000
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May	1,260,000
June	2,425,000
July	90,000
3rd Qtr. TOTALS	<u>3,775,000</u>

11,695,000

August	720,000
September	1,115,000
October	1,440,000
4th Qtr. TOTALS	<u>3,275,000</u>

Year TOTALS	14,970,000
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Nasco										Elkon									
	DOP	DIDP	OTOP	6-10 PH	Misc.	Monthly Totals	Cumulative Totals			DIDP	DIDP	OTOP	6-10 PH	Misc.	Monthly Totals	Cumulative Totals			
November 77	450,000					450,000				180,000		45,000			225,000				
December	360,000					360,000	810,000			360,000					360,000	585,000			
January 78	315,000					315,000	1,125,000			540,000		45,000			585,000	1,170,000			
February	360,000	45,000				405,000	1,530,000			360,000		45,000			405,000	1,575,000			
March	675,000					675,000	2,205,000			360,000					360,000	1,935,000			
April	315,000					315,000	2,520,000			540,000		45,000			585,000	2,520,000			
May	360,000					360,000	2,880,000			360,000					360,000	2,880,000			
June	770,000					770,000	3,650,000			720,000		90,000			810,000	3,690,000			
July							3,650,000									3,690,000			
August	135,000					135,000	3,785,000			180,000		45,000			225,000	3,915,000			
September	405,000	90,000				495,000	4,280,000			260,000					260,000	4,175,000			
October	495,000					495,000	4,775,000			450,000		45,000			495,000	4,670,000			
U.S.S. 6-10										Tennessee									
November 77	90,000	180,000		135,000		405,000				90,000					90,000				
December	135,000	135,000		135,000		405,000	810,000		90,000						90,000	180,000			
January 78	45,000	90,000		180,000		315,000	1,125,000									180,000			
February		180,000		180,000		360,000	1,485,000									180,000			
March	270,000	135,000		225,000		630,000	2,115,000									180,000			
April	45,000	180,000		90,000		315,000	2,430,000									180,000			
May	90,000	315,000		135,000		540,000	2,970,000									180,000			
June	45,000	530,000		180,000		755,000	3,725,000									180,000			
July		90,000				90,000	3,815,000									180,000			
August		225,000		45,000		270,000	4,085,000									180,000			
September	90,000	90,000		135,000		315,000	4,400,000									180,000			
October	45,000	225,000		135,000		405,000	4,805,000									180,000			
Monsanto 711										711									
November																			
December				45		45,000	45,000		May							270,000			
January				90		90,000	135,000		June			90,000			90,000	360,000			
February				45		45,000	180,000		July							360,000			
March				45		45,000	225,000		August			90,000			90,000	450,000			
April				45		45,000	270,000		September			45,000			45,000	495,000			
May									October			45,000			45,000	540,000			

FISCAL 1978

Argus

Approximate Position of Volume Discount Programs

Rohm & Haas

Month	Dollars Ordered	Cumulative Dollars	Cumulative Minimum Dollars	Cumulative Acct. Dept. Report	Vendor Report	Pounds Ordered	Cumulative Pounds	Cumulative Minimum Pounds	Cumulative Acct. Dept. Report	Vendor Report
November 77	45,023.50					Not a present supplier				
December	36,283.00	81,306.50								
January 78	85,593.80	166,900.30			178,114.50					
February	55,024.25	221,924.55								
March	123,364.13	345,288.68								
April	81,667.55	426,956.23			254,762.92					
May	50,840.20	477,796.43			432,877.42					
June	64,621.65	542,418.08								
July	176,272.00	718,690.08			295,673.65					
August	18,778.55	737,468.63			720,551.27					
September	53,494.25	790,962.88								
October	61,824.80	852,787.68			155,866.45					
					844,417.32					
					REC'D CREDIT: \$33,222.23					

HAMMOND % ANDERSON

	Pounds Ordered	Vendor Report	CREDIT
1st. QTR.	120,000	120,000	\$600
2nd. QTR.	144,000	144,000	\$720
3rd. QTR.	148,000	458,000	\$2240
4th. QTR.	312,000		

Boeg Waenec

Synthetic Products Co.

Month	Dollars Ordered	Cumulative Dollars	Cumulative Minimum Dollars	Cumulative Acct. Dept. Report	Vendor Report	Pounds Ordered	Cumulative Pounds	Cumulative Minimum Pounds	Cumulative Acct. Dept. Report	Vendor Report
November 77						61,050				
December						33,300	95,350			
January 78	150,832					43,790	139,050			132,290
February	115,588	266,420				67,350	206,400			
March	231,522	497,942			458,480	34,500	240,900			
April	37,400	535,342				30,535	271,435			148,945
May	112,596	647,938				26,350	297,785			287,285
June	291,632	939,620			474,028	61,100	358,885			
July	0	939,620			937,508	64,900	423,785			153,685
August	131,208	1,070,828				18,000	441,785			236,370
September	227,128	1,297,956			358,336	33,600	475,385			
October	91,388	1,389,344			1275,244	61,700	537,085			104,690
November	153,956	1,543,300								511,660
December	162,800	1,706,100			421,036					
					1,716,800					
					REC'D CREDIT: \$18,671.63					
					REC'D CREDIT: \$25,753.20					

Final 1977

Notes

APPROXIMATE POSITION OF VOLUME DISCOUNT PROGRAMS

ROHM & HAAS

[illegible]

X54 REV. 3-1-67

OCC 016712