

PVC Progress Report
June 21, 1985
Page 2

PRIMARY	TARGET	ACCOUNT	STATUS
EASTERN REGION			

COMPRESSION POLYMERS, Scranton, PA - On June 13, CP produced about 3,000 pounds of good quality type 11 sheet using formulation 140-158. Samples of the sheet have been sent to PRF for Izod impact testing. The truckload order was received for delivery this week.

A.T.&T. TECHNOLOGIES, Greensboro, NC - Expect additional orders of two trucks of 757 type compound to be shipped to Baltimore this month.

SOUTHWIRE, Carrollton, GA - The trial to give 108P final approval is being discussed internally. -

VINYL BUILDING PRODUCTS, Oakland, New Jersey - Near-term forecast continues to call for a truck per week. Customer remains quite pleased with technical performance of product. We currently enjoy 50 percent position, with Intamix holding the other 50 percent.

MIDWEST REGION
RP-200T

PROFILE EXTRUSIONS, Hastings, MN - Les Pallin says the new window jamb liner die for the twin screw extruder should be ready to test next week.

ANDERSEN, BAYPORT, MN - Allen Hanson is waiting for RP-200T Cream white profile samples from Profile Extrusion's new twin screw window jamb liner die.

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PRODUCTS BY MARKET

SIMPSON, Eugene, OR - Reports efforts to keep pipe prices up has reduced pipe sales. Most other pipe suppliers, with the exception of J.M., seems to be in the same situation. J.M. is aggressive with low prices for C-900 and sewer pipe.

Simpson reports a competitive drop in West Coast market price from \$0.32 to \$0.31 effective June 18. They have asked Vista to meet this situation.

Simpson also reports rumors that resin price will increase July 1 and again August 1. They would give no details.

VULCAN PLASTICS, Athens, AL - Vulcan placed 5 RC orders with Vista in June at \$0.26 less allowances based on competitive pricing from Formosa of \$0.255 less 2% for payment in 10 days.

VISTA

TO: J.R. Ball

FROM: R. E. Swankowski
DATE: June 21, 1985

SUBJECT: PVC PROGRESS REPORT - Period Ending 6/20/85

As of 6/19/85, the total resin equivalent of domestic and export orders placed in June is 45,573M lbs.

DOMESTIC		TOTAL SHIPPED	TOTAL ORDERS	BUDGET	FORECAST
Resin	22,236	39,114	53,633	42,195	
Dryblend	2,160	3,568	4,833	4,105	
Compound	3,444	4,625	4,567	4,902	
TOTAL R.E.	26,311	45,207	60,868	48,954	
EXPORT R.E.	60	366	793	423	

PROGRESS SUMMARIES EASTERN REGION

Attended the National Plastics Exposition (NPE) in Chicago, where the underlying tone of the market could best be described as cautious optimism regarding a third quarter turnaround.

Attitude regarding price is insecure, and buyers are holding back purchases for as long as possible. Plant shutdowns in July are prevalent at accounts where mid-year shutdowns are uncommon.

PAH - Southeast Territory - All pipe extruders are cut back with high inventory. Formosa is very aggressive with pricing and Air Products, Georgia Gulf and Oxy are not far behind. Still no one is buying - awaiting increase in orders. The climate is wrong for extruders to put in any inventory, i.e.; resin and pipe prices are declining plus extruders can offer immediate delivery.

MIDWEST REGION

resin pricing may have stabilized in the \$0.28-0.30/lb range for the present. DTG has heard of no new lower prices, and Nitco, Crossen and Variform all report pricing to be at this level.

Non-price items for this week include the securing of fully executed Sales Agreement Amendments from DTG and Belden. Also, VTC will utilize Vista 5255 resin for initial formulation and pelletizing trials of their new rigid profile extrusion compound.

PIPE & FITTINGS

SUAVE SHOE, Miami Lakes, FL - Have placed truckload order to evaluate and approve 5385 resin. Present contract supplier is Air Products; their contract expires July 31, 1985.

NIBCO, Elkhart, IN - BFG offered Nibco \$0.30/lb for pipe fittings resin for shipments made from 6/14/85 through 6/30/85. Vista has met this competitive offer.

TYLER PIPE, Tyler, TX - Tyler advises that Borden and Oxy have offered extrusion grade resin at a base market price, before any discounts, of \$0.29/lb. This is a \$0.01/lb drop from \$0.30/lb two weeks ago.

Tyler will shut down both their PVC and foundry operations from 6/28 through 7/8 for the July 4th holidays.

CAN-TEX, Mineral Wells, TX - The 5.0MM lb prepurchase is completed. Can-Tex advises that the current base market price, before discounts, is less than \$0.29/lb. This price offering is from Oxy.

BAY PLASTICS, Burlington, TX - A 1985 contract beginning July 1, 1985 for 4.0MM lb, 8.0MM lb annualized was submitted for Bay's execution.

SIDING

GOSSEN (U. S. GYPSUM), Milwaukee, WI - Duane Millbrandt placed an order for 2 railcars from Vista for July at \$0.29/lb.

VARIFORM, Kearney, MO - has been quoted a siding resin market price of \$0.29/lb, and \$0.28/lb (without contract discounts) for June shipments.

GEM

UNITED TECHNOLOGIES CORP., Plainville, MI - Vista will supply 5265 resin for their experimental rigid PVC formulation. The compound will be made at Sylvania, in Pennsylvania, a custom compounder, and then pelletized at Krauss Maffel before July 5.

WIRE & CABLE

ITT ROYAL, Pawtucket, RI - ITT is willing to do resin and compound business with Vista. Because of past quality problems, Vista must first prove that our material will have no problem being qualified this time.

SOUTHWIRE, Carrollton, GA - Southwire is running very well with orders for the first half of the year 24% over budget.

CONDUCTOR PRODUCTS INC., Scottsville, TX - CPI continues to produce acceptable wire jacketing with compound generated from suspected high hard particle resin. The more critically evaluated insulation compound, (generated from a new shipment of 5425 resin) will be put into production testing next week.

CALENDARING

NUDEX INC., Piscataway, New Jersey - The 5265 trial last week was a complete success. A truckload order was received for delivery this week. Further evaluation takes place in the next two weeks.

DIVERSITECH GENERAL, Toledo, OH - A fully executed Sales Agreement for 25MM lbs of PVC resin has been returned to DTG. Overall business is reported as moderately slow. PVC resin demand will continue at the rate represented in the past two months. Pricing has apparently stabilized as Jim Cobak has not heard of any new prices.

INTEX PLASTICS, Corinth, MS - Intex placed four rush truck orders for 5385 resin with Vista at the already agreed upon price of \$0.26/lb. These purchases are required to maintain operations prior to Intex's two week shutdown which begins 6/28.

DRYBLEND

INDUSTRIAL PLASTICS CORP., Elkhart, IN - IPC reports interest in 1-2 hopper trucks of RP-200T Blue White dryblend for new business being pursued. They requested pricing information on bulk hopper truck deliveries to their Wausau, WI plant.

COMPOUND

BELDEN, Richmond, IN - Testing of a Vista compound to meet their "X3400" formula continues. Color tinting problems developed and details will be pursued by Marketing. The 1985 Sales Agreement Amendment has been approved and returned by Belden.

ALCAN, Sedalia, MO - has cut back 50% of its PVC compound consumption and has replaced the supply with cross link polyethylene. Although the polyethylene is higher priced (high \$0.60's), they only have to use half as much, and they can sell their end product in larger quantities and at higher prices.

R.E. SWANKOWSKI

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