

PIN-N-1116 6-1-11/11/11

DSW 184383

J.
Financial Summary Worksheet

1976	LBS	UNIT.	\$Sales	COGS	GP	MAT	PI	Add Income	Net PI
<u>CAPACITORS.</u>									
DOM. MAT.	14600	52x	7592	3862	3730	877	2853	1170	1683
65% MAT US EXP	2800	45x	1260	751	509	82	427	-	427
									<u>2110</u>
TRANS DOM	10842	52	5637	3290	2347	568	1779	400	1379
US EXP	<u>4154</u>	46	<u>1910</u>	1351	559	<u>124</u>	435	-	435
			16399						<u>1814.</u>
								<u>TOTAL</u>	<u>3924.</u>

1977.

CAPACITOR

DOM

EXP

AK MAT: 1606
DW MAT: 1651.

1651.

FUNCTIONAL PRODUCTS — POLYPHENYL FAMILY TREE

1976 FCS7	BIPHENYL	S 200	S 300	S 340	IDV-HB40	IDV-WCM	DIELECTRICS	THERM 66	THERM VP-1	SANT R	THERM 88	PIEDRAUS 5400/MC	TOTAL
SALES MLBS	1421	600	335	7340	2000	2400	32396	4537	3230		75	280	54614
\$M	522	378	155	3046	770	485	16399	3629	2390		56	174	28004
GROSS PROFIT	215	136	57	1023	256	194	7145	2273	758		36	35	12128
MAT	61	25	10	205	2	3	1606	381	272		7	7	2579
DISC TAX CR / OTHER INC	3	1	5	103	1	1	93	54	9		—	2	272
PERFORMING INCOME	157	112	52	921	255	192	5632	1946	495		29	30	9821

Note 1. LBS are DOM + EXPORT

2. MAT are name 76 budget on a domestic export basis.

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DIELECTAICS

FINANCIAL PERFORMANCE - IN \$M

1/28/76

			SALES	PEAF INC	GROSS INV.	PI %	
						G-I	SLS
1	19 72	A	6655	2478			37.2
2	{	M	1193	224			18.8
3		TOT	7848	2702	10762	25.1	34.4
4							
5	73	A	7737	2596			33.6
6	{	M	1695	448			26.4
7		TOT	9432	3044	11451	26.6	32.3
8							
9	74	A	11253	3596			32.0
10	{	M	2081	584			28.1
11		TOT	13334	4180	11605	36.0	31.4
12							
13	75	A	10936	3193			29.2
14	{	M	2840	771			27.2
15		TOT	13776	3964	12653	31.3	28.8
16							
17	76 B	A	11132	2345			21.1
18	{	M	2867	814			28.4
19		TOT	13999	3159	12720	24.8	22.6
20							
21	76 F PeBow.	A	13049	4452			
22		M	3579	1477	12720		
23		TOTAL	16628	5929		30.6	35.65
24				(2040)*			
25				3889			28.32
26							
27	77						
28							
29							
30	①	A = DOM					
31		M = USEXPORT					
32							
33	②	MAT ON RESTATED 1976 BASIS					
34							
35							
36							
37							
38							
39							
40							

* (\$1570M of additional income total 2275
1470M of excluded RM Δ

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* (\$1570M of additional income total 2275

1470M of expended RM Δ

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470 Δ Cost Increase 400 Chlorine
70 Benzene

14.6M x 4.2¢

613,000

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STLCOPCB4051172

→ Dave Wood

Chart 2.

DIELECTRIC COSTS FOR 1976 BUDGET P.C.C. PROJECT
LINE

11/15/76

			1	2	3	4	5
			RM	V (INC RM)	FLB	TOTAL	
1	811 01	ADOCLOA 1242	1871	1210	743	2653 ✓	
2	811 03	/ 1254	1725	1835	658	2493 ✓	
3	811 04	/ 1016	1905	2003	577	2611 ✓	2580
4							
5							
6	810 93	B3	31.12	31.12	2.43	33.55 ✓	
7	810 98	10/30	30.03	30.03	1.34	31.37 ✓	
8	811 10	5400CM.	27.87	27.87	1.77	27.06 ✓	
9							
10							
11							
12							
13							
14							
15	Washington Circuit Bipheng & Chlorine costs						
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FUNCTIONAL PRODUCTS
FLUIDS
DOMESTIC & EXPORT FINANCIAL PERFORMANCE

Jan 54

	Sales						Gross Profit			MAT			Performance Income		
	M lbs.			\$M			\$M			\$M			\$M		
	1974A	1975P	1976B	1974A	1975P	1976B	1974A	1975P	1976B	1974A	1975P	1976B	1974A	1975P	1976B
Process Fluids	26378	15370	27657	9299	7927	10701	3041	2408	2759	848	667	905	2548	1897	2184
Hydraulics & Lub.	61740	16197	17712	14303	14637	15362	3523	3020	2631	1257	1536	1464	2700	1660	1247
Heat Transfer	10921	8661	10199	4595	5520	6519	2709	3177	3239	430	517	156	2041	2773	2642
Dielectrics	42544	54428	33796	13334	13750	13999	4715	5036	4655	708	1248	1463	4115	3616	3302
GRAND TOTAL	105783	75456	86724	41531	41874	46581	13688	13641	13484	3243	4268	4428	10704	9762	1455

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DOMESTIC	SALES						GROSS PROFIT			MNT			PERFORMANCE INCORP			
	MLES			\$/M			\$/M			\$/M			\$/M			
	1974A	1975P	1976B	1974A	1975P	1976P	1974A	1975P	1976R	1974A	1975P	1976P	1974A	1975P	1976P	
BIPHENYL	5004	1573	1421	1381	580	522	430	285	192	104	65	61	111	58	135	114
TERMINALS	9466	6526	8340	3389	3108	4072	1131	560	953	355	110	342	12	456	502	5812
MISC FLOS	193	52	846	115	378	1013	46	243	43*	15	015	36	115	113	152	
IDV - HB-82/WCM	4509	4059	5760	886	1093	1459	219	313	520	44	036	39	55	80	440	
ORSOLESC/START UP							3*	223*	104*				3*	223*	104*	
TOTAL PROCESS	19232	12210	16367	5771	5159	7066	1823	1135	1826	518	478	707	1319	666	1125	
					4959											
HYDRAULS/TURBINOIDS	14209	9763	11259	7663	6787	7920	1692	857	1402	659	125	848	112	886	527	111712
HYDRAULS	2265	2071	1924	2503	2681	2732	412	834	742	189	125	335	12	306	440	476
MISC FLOS	1326	481	176	869	346	262	444	127	62	75	86	30	110	29	33	
IDV - HYDRAUL	23	15	25	13	12	21	2	1	4	1					3	
ORSOLESC/START UP							28*	115*	176*				28*	115*	176*	
TOTAL HYD/LWB	17823	12330	13324	10748	9826	10935	2602	1704	2034	924	1213	1222	1706	515	827	
					7564											
TERMINALS	8215	6271	8130	2746	3411	4578	1643	1847	2385	261	341	112	513	1390	1515	1878
TERMINALS	193	110	137	661	461	621	240	247	261	63	69	112	70	177	178	191
IDV - THERMINOL	235	66	530	104	24	358	57	13	123	5	1	56	20	52	12	103
ORSOLESC									12*							12*
TOTAL HEAT TREAT	8643	6147	8797	3511	3876	5557	1940	2107	2757	329	411	603	1619	1705	2160	
TRANSFORMER	13870	14202	10342	4522	5884	4570	1512	33.4	2328	206	735	112	512	1319	1606	858
TRANSFORMER	22058	13461	16000	6724	5092	6351	2745	401	1957	307	635	112	711	2457	1335	1835
NON-PCB	10	21	200	6	15	211	2		9*		2	113	24	2	2*	33*
ORSOLESC/START UP							① 174*		111*					200*	111*	116*
TOTAL DIE	35968	27634	27042	11252	10991	11132	4059	4172	3777	513	1372	1247	3578	2828	2544	
TOTAL FLUIDS	81666	55691	65510	31282	29410	34690	10424	9118	10394	2284	3474	3779	8222	5714	6656	
① Invenation (PCB) 2/price																

① Immersion (PCB) expense

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STLCOPCB4051175

STLCOPCB4051177

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RH Variances ordered

DIELECTRIC FLUIDS

FUNCTIONAL PRODUCTS
1976 BUDGET - SALES & GROSS PROFIT
FLUIDS --

	SALES				Unit \$/lb	\$M	COGS in \$M			Total	Gross Profit \$M	
	M Pounds						Bulk	Pack	Whse Shipping			Royalty
	1st Q	2nd Q	3rd Q	4th Q								
DOMESTIC												
AROCLOR 1016	4245	3353	3948	4454	16000	6397	36	49		238	238	
TOTAL CAPACITOR - PAB	4245	3353	3948	4454	16000	6397	36	49		238	238	
CAPACITOR FLU 1016	30	60	50	60	200	1.050		1		280	280	
TOTAL CAP - NON PAB	30	60	50	60	200	1.050		1		280	280	
TOTAL CAPACITORS	4275	3413	3998	4514	16200	6561	36	50		403	403	
HYEAMOL A1201	701	499	598	600	2000	405	4	8		1534	1534	
INTELECTED 70-30	80	80	80	80	2000	405	4	11		1534	1534	
" 100-40 TRANSF	61	60	61	56	200	405	4	14		1534	1534	
" 54301 CM	1100	1114	898	1056	4000	405	4	5		1534	1534	
HYEAMOL A1201-3	231	509	153	200	1000	405	4			1534	1534	
TOTAL TRANSFORMER	1955	2790	2710	2715	10840	4570	69	38	8	3206	3206	
TOTAL DIELECTRICS (GROUP 16)	7050	6005	6318	7289	27040	11151	105	88	8	7239	7239	

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DIELECTRIC FLUIDS

FUNCTIONAL PRODUCTS
1976 BUDGET - SALES & GROSS PROFIT
FLUIDS --

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DSW 184394