

HISTORICAL DISTRIBUTION COST PERFORMANCE

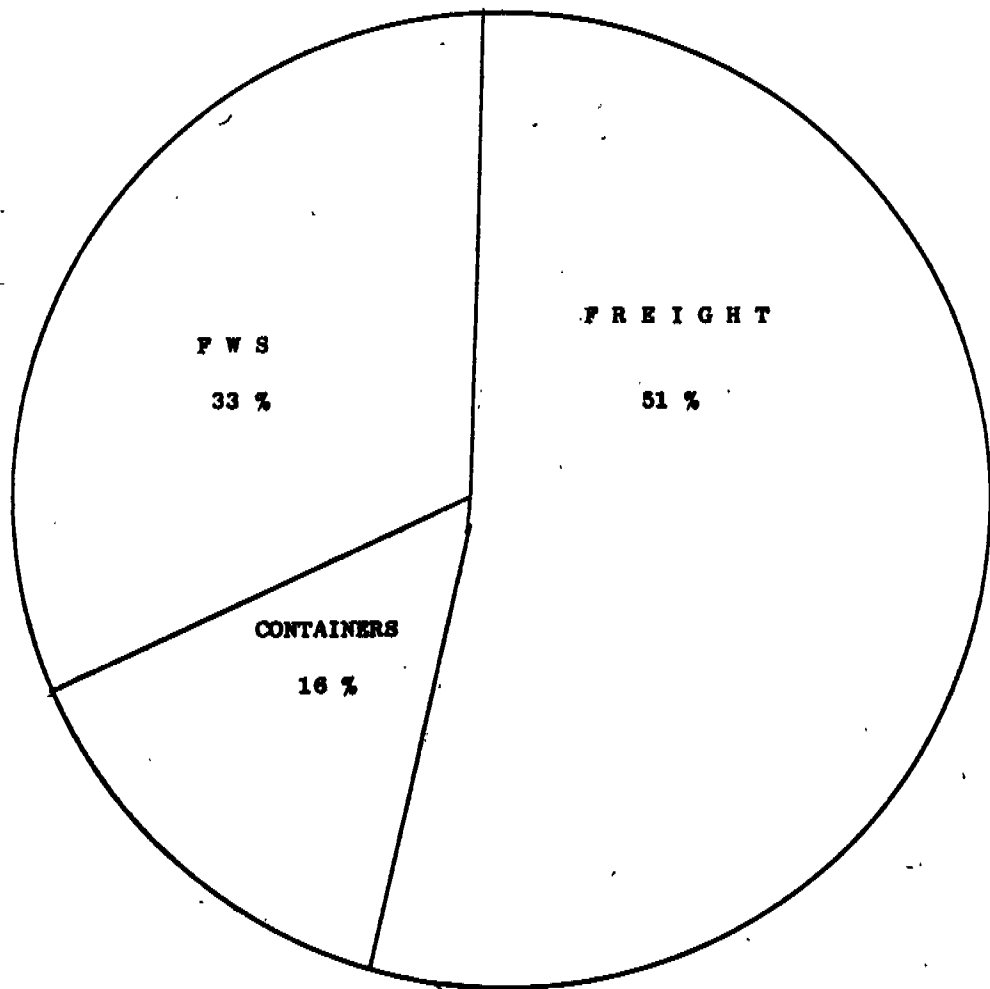
CONTAINED POUNDS

<u>YEAR</u>	<u>TOTAL SALES</u> <u>MM \$</u>	<u>Vinyls</u>		<u>TOTAL SALES</u> <u>MM \$</u>	<u>Group I</u>	
		<u>DISTRIBUTION</u> <u>MM \$</u>	<u>% Sales</u>		<u>DISTRIBUTION</u> <u>MM \$</u>	<u>% Sales</u>
1961	68.6	4.9	7.2	666.8	52.2	7.8
1962	69.8	5.8	8.3	716.7	55.8	7.8
1963	73.0	6.2	8.5	753.2	66.7	8.9
1964	64.4	5.1	8.0	839.5	77.6	9.2
1965	62.3	5.2	8.3	908.6	77.1	8.5
1966	61.4	6.0	9.8	964.9	92.3	9.6
1967	48.3	5.2	10.7	923.5	93.6	10.1
1968	51.6	5.6	10.9	979.1	106.4	10.9
1969	57.4	6.2	10.8	1019.2	116.7	11.5

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TOTAL DISTRIBUTION COSTS

CENTS PER POUND

	<u>1969</u>	<u>1968</u>	<u>Diff.</u>
SUSPENSION	1.79	1.89	- .10
SOLVENT	2.77	2.73	+ .04
NON-SOLVENT	1.52	2.97	-1.45
DISPERSION	2.34	3.10	- .76
SPECIALTIES	3.69	4.08	- .39
COMPOUNDS	<u>3.05</u>	<u>2.97</u>	<u>+ .08</u>
TOTAL	2.33	2.63	- .30
TOTAL LESS NON-SOLVENT	2.39	2.61	- .22

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VINYL RESINS - CONTAINED POUNDS

DISTRIBUTION COST SEGMENTS

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<u>RESIN TYPE</u>	<u>CONTAINERS</u>		<u>FREIGHT</u>		<u>F, W, S</u>		<u>TOTAL</u>	
	<u>M \$</u>	<u>¢/lb.</u>	<u>M \$</u>	<u>¢/lb.</u>	<u>M \$</u>	<u>¢/lb.</u>	<u>M \$</u>	<u>¢/lb.</u>
SUSPENSION	165	.171	947	.946	645	.670	1757	1.787
SOLVENT	399	.437	1330	1.460	797	.870	2526	2.767
NON-SOLVENT	32	.153	177	.857	105	.508	314	1.518
DISPERSION	108	.356	337	1.115	263	.873	708	2.344
P V A	90	1.007	93	1.042	68	.760	251	2.809
P V B	15	1.078	46	3.280	20	1.450	81	5.808
P V E E	51	3.065	41	2.470	18	1.098	110	6.633
COMPOUNDS	<u>101</u>	<u>.680</u>	<u>214</u>	<u>1.446</u>	<u>136</u>	<u>.922</u>	<u>451</u>	<u>3.048</u>
TOTAL	961	.362	3185	1.200	2052	.772	6198	2.334

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VINYL - SOLUTIONS

<u>RESIN TYPE</u>	<u>CONTAINERS</u>		<u>FREIGHT</u>		<u>F, W, S</u>		<u>TOTAL</u>	
	<u>M \$</u>	<u>¢/lb.</u>	<u>M \$</u>	<u>¢/lb.</u>	<u>M \$</u>	<u>¢/lb.</u>	<u>M \$</u>	<u>¢/lb.</u>
SOLVENT - Solid	392	.462	1095	1.286	690	.811	2177	2.559
	Liquid 7	.114	235	3.855	107	1.755	349	5.724
P V A	83	1.034	63	.783	60	.745	206	2.562
	Liquid 7	.783	30	3.241	8	.893	45	4.917
PVB	9	.662	32	2.495	16	1.220	57	4.377
	Liquid 7	6.030	14	12.650	5	4.170	26	22.850
P V E E	3	.860	4	1.090	1	.277	8	2.227
	Liquid 48	3.645	37	2.830	17	1.313	102	7.788

V I N Y L R E S I N S

TOTAL DISTRIBUTION

CENTS PER CONTAINED POUNDS

	<u>ESTIMATED</u> <u>1970</u>	<u>ACTUAL</u> <u>1969</u>
SUSPENSION	1.85	1.79
SOLVENT	3.03	2.77
NON-SOLVENT	1.57	1.52
DISPERSION	2.46	2.34
SPECIALTIES	3.88	3.69
COMPOUNDS	<u>3.20</u>	<u>3.05</u>
TOTAL	2.43	2.33

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F, W, S DETAIL - M \$

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		<u>TOTAL GROUP I</u>	<u>TOTAL VINYL</u>	<u>PERCENT</u>
201	BRIDGEWATER	207	56	27
203	WAREHOUSING	2350	528	23
204	PLANT TRAFFIC	25	3	12
205	PERTH AMBOY	1054	294	28
206	SEAL BIN LEASE/ADM.	118	15	13
207	VB/HC ADM.	81	12	15
225	PLANT BULK LOADING	1404	176	12
226	PLANT PACKAGING	<u>4498</u>	<u>968</u>	<u>21</u>
	TOTAL	9737	2052	21

VINYL RESIN PACKAGED INVENTORY

M POUNDS

HAZLET, CAL.	89
TORRANCE, CAL.	1643
MIAMI, FLORIDA	184
ATLANTA, GEORGIA	915
HAMMOND, IND.	1345
LORING, KANSAS	30
LOUISVILLE, KY.	892
LIVONIA, MICH.	1897
ST. PAUL, MINN.	186
JACKSON, MISS.	1141
ST. LOUIS, MO.	385
HACKENSACK, N.J.	2314
PENNSAUKEN, N.J.	7498
PERTH AMBOY, N.J.	916
BUFFALO, NEW YORK	107
HICKORY, N.C.	227
PORTLAND, ORE.	22
CLEVELAND, OHIO	787
COLUMBUS, OHIO	320
SLSVL., R.I.	98
MEMPHIS, TENN.	34
BROWNSVILLE, TX.	311
DALLAS, TEXAS	171
HOUSTON, TEXAS	4063
TEXAS CITY, TX.	3622
SOUTH CHARLESTON, W. VA.	<u>11645</u>
TOTAL	41644

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