

A. J. Koenig (B3MF)

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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

bg
Enclosure

DSW 337939

STLCOPCB4056213

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	%
<u>PCB'S</u>								
Plasticizer Aroclor	25149	4297	2063	48.0	5026	888	203	22.9
Heat Transfer	5536	1505	984	65.4	4435	1300	784	58.4
Dielectrics	62861	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	4800	36.7
<u>PCT'S</u>								
Plasticizer Aroclor	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

DSW 337940

STLCOPCB4056214

SPECIALTY PRODUCTS GROUP

SCHEDULE B

WORLD-WIDE PCB SALES & GROSS PROFIT

1970 AND 1971 ACTUAL

	1970 ACTUAL				1971 ACTUAL			
	SALES		GROSS PROFIT		SALES		GROSS PROFIT	
	M LBS.	\$M	\$M	%	M LBS.	\$M	\$M	%
DOMESTIC								
Plasticizer Arcelors	19439	3232	1517	46.9	2662	426	23	5.4
Heat Transfer	4036	1146	768	67.0	3111	1012	626	61.9
Dielectrics	43486	6366	2682	42.1	31377	5320	1856	34.9
Industrial Fluids	15171	3889	1883	48.4	3705	1089	509	46.7
Total	82132	14633	6850	46.8	40855	7847	3014	38.4
US EXPORT								
Plasticizer Arcelors	993	167	67	40.1	384	72	26	36.1
Heat Transfer	673	178	118	66.3	347	99	60	60.6
Dielectrics	10190	1555	515	33.0	8674	1411	380	26.9
Industrial Fluids	5587	1317	399	30.3	3804	828	275	33.2
Total	17443	3217	1099	34.2	13209	2410	741	30.7
EX-USA								
Plasticizer Arcelors	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	931	184	104	56.5	7848	159	78	47.2
Total	15680	2960	1499	50.8	14957	2809	1655	37.2

DSW 337941

STLCOPCB4056215

SPECIALTY PRODUCTS GROUP
WORLD-WIDE PCT SALES AND GROSS PROFIT
1970 AND 1971 ACTUAL

SCHEDULE C

DSW 337942

	1970 ACTUAL				1971 ACTUAL			
	SALES		GROSS PROFIT		SALES		GROSS PROFIT	
	M LBS	\$M	\$M	%	M LBS.	\$M	\$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	12403	2310	661	28.6	27069	6086	2108	34.6
<u>US EXPORT</u>								
Plasticizer Aroclors	2377	430	129	30.0	4251	774	253	32.7
Industrial Fluids	111	29	1*	-	2349	584	95	16.3
Total								
	2488	459	128	27.9	6600	1358	348	25.6
<u>EX-USA</u>								
<u>None</u>								

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