(14/7) → H S BURGEN
J L LEDBETTER
D A OLSON
E P PRIDDY

FUNCTIONAL FLUIDS BUSINESS GROUP
1970 SALES BUDGET – MLBS + M$
PRODUCTS WITH AROCLOR CONTENT

(See page 4 for Summary)

INDUSTRIAL FLUIDS		DOMESTIC AROCLOR 1254-1260		DOMESTIC AROCLOR ALL OTHER		US EXPORT AROCLOR 1254-1260		US EXPORT AROCLOR ALL OTHER		EX USA AROCLOR 1254-1260		EX USA AROCLOR ALL OTHER	
PYDRAUL	F9			1300	437			493	154				
	150			850	323			303	115				
	135			1200	276			860	195				
	625 out	500	144			357	102						
	A200			2200	517			908	190				
	280 out	50	13			498	117						
	230			200	47								
	90			15	3			10	2				
MCS	153			475	157								
	327	—		—									
PYDRAUL	540 out	150	34										
	60	—		—									
	AC out	800	237			203	54						
	AC W GRADE	10	3										
	312			5800	1224			815	180				
PYDRATEK	100	—		—									
AROCLOR	1232			50	5								
	1242											165	38
	1248			400	68							166	35
	1254	400	69							205	43		
	1254/4465	60	12										
	1260									107	24		

DSW 199814

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FUNCTIONAL FLUIDS BUSINESS GROUP
1970 SALES BUDGET — M LBS + M$
PRODUCTS WITH AROCLOR CONTENT

DIELECTRICS	DOMESTIC AROCLOR 1254-1260	DOMESTIC AROCLOR ALL OTHER	US EXPORT AROCLOR 1254-1260	US EXPORT AROCLOR ALL OTHER	EX USA AROCLOR 1254-1260	EX USA AROCLOR ALL OTHER
AROCLOR 1260	1200 162					
INERTEEN-PPO	1260 215		457 76			
70-30	5180 829		1629 195			
54201-CM		5250 720				
PYRANOL A13B3B	1230 241		806 111			
AROCLOR 1242-GE		2900 365				
1242		27050 3723		2628 405		4694 835
1254	600 95		554 100		437 72	
PYRANOL 1499				750 115		
PYROCLORS — ?						2383 490
AROCLOR 1248						478 67
M POUNDS	9,470	35,180	3446	3378	437	7557
M$	1542	4808	482	520	72	714

SUMMARY — $M					
IND FLDS	512	3108	273	837	67	73
HEAT TRANSF	42	763		96		82
DIELECTRICS	1542	4808	482	520	72	714
TOTAL	2096	8679	755	1453	139	1669

SUMMARY — $M	1254-1260	ALL OTHER	TOTAL
DOMESTIC	2096	8679	10775
US EXPORT	755	1453	2208
EX USA	139	1669	1808
TOTAL	2990	11801	14791

11/10

Jim, Let me if you want more detail — total Sales $ aft

DSW 199815

JOHNSON JONES COMPANY 67208 GREEN 7208 FILE

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FUNCTIONAL FLUIDS BUSINESS GROUP
1970 SALES BUDGET – MLBS + M$
PRODUCTS WITH AROCLOR CONTENT

INDUSTRIAL FLUIDS	DOMESTIC AROCLOR 1254-1260	DOMESTIC AROCLOR ALL OTHER	US EXPORT AROCLOR 1254-1260	US EXPORT AROCLOR ALL OTHER	EX USA AROCLOR 1254-1260	EX USA AROCLOR ALL OTHER
OS-124						
SANTOVAC 5						
SANTOWAX R						
SANTOWAX M						
SANTOWAX P						
SANTOSAFE 300		100 17				
✓ 150		200 34		10 1		
M POUNDS	1970	12,790	1058	3399	312	331
M $	512	3108	273	837	67	73

DSW 199816

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STLCOPCB4057880

FUNCTIONAL FLUIDS BUSINESS GROUP
1970 SALES BUDGET – MLB + M$
PRODUCTS WITH AROCLOR CONTENT

HEAT TRANSFER	DOMESTIC AROCLOR 1254-1260	DOMESTIC AROCLOR ALL OTHER	U SEXPORT AROCLOR 1254-1260	U SEXPORT AROCLOR ALL OTHER	EX USA AROCLOR 1254-1260	EX USA AROCLOR ALL OTHER
THERMINOL FR-1		1400 364		165 43		
FR-2		1000 256		207 48		
FR-3	150 42					
FR-0		50 15		8 2		
LO-TEMP		100 30		15 3		
55	—	—	—	—		
66	—	—	—	—		
77		50 98				
88	—	—				
SANTOTHERM FR ?					884	
M POUNDS	150	2600		395	884	
M $	42	763		96		182

DSW 199817

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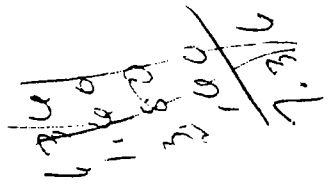

DSW 199818

Functional Fluids Business Group
1970 Sales Budget — M lbs + M$
Products with Aroclor Content

Dielectrics	Domestic Aroclor 1254-1260	Domestic Aroclor All Other	US Export Aroclor 1254-1260	US Export Aroclor All Other	Ex USA Aroclor 1254-1260	Ex USA Aroclor All Other
Aroclor 1260	1200 162					
Inerteen - PPO	1260 215		457 76			
70-30	5180 829		1629 195			
54201-CM		5230 720				
Pyranol A13B3B	1230 241		806 111			
Aroclor 1242-GE		2900 365				
1242		27050 3723		2628 405		4694 835
1254	600 95		554 100		437 72	
Pyranol 1499				750 115		
Pyroclors — ?						2385 490
Aroclor 1248						478 69
M Pounds	9,470	35,180	3446	3378	437	7557
M $	1542	4808	482	520	72	1414

Summary — $M						
Ind Fl Os	512	3108	273	837	67	[illegible]
Heat Transf	42	763		96		[illegible]
Dielectrics	1542	4809	482	520	72	1414
Total	2096	8679	755	1453	139	1679

Summary — $M	1254-1260	All Other	Total
Domestic	2096	8679	10775
US Export	755	1453	2208
Ex USA	139	1669	1808
Total	2990	11801	14791

Summary Ind

DSW 199819

STLCOPCB4057883