CONFIDENTIAL

## 1965 ORGANIC PRODUCTION TARGETS

| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | YTD Avg. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **PRODUCTION** | | | | | | | | | | | | | |
| 1. Biphenyl-Produce 10% more than 1964. 1964 = 100 1964 Avg. = 2,593 | 115 | 114 | 130 | 133 | 130 | 133 | 142 | 144 | 121 | 121 | | | 128 |
| 2. Santowax R-Produce 15% more than in 1964. 1964 Avg. = 676. | 116 | 100 | 134 | 130 | 104 | 80 | 114 | 107 | 123 | 124 | | | 113 |
| 3. Aroclors - Product 15% more than in 1964. 1964 Avg. = 2,790 | 104 | 106 | 114 | 109 | 116 | 121 | 108 | 123 | 136 | 144 | | | 118 |
| 4. Muriatic Acid-Produce 20% more than in 1964. 1964 Avg. = 1,062 | 115 | 107 | 121 | 128 | 110 | 108 | 86 | 91 | 126 | 133 | | | 112 |
| 5. HB-40 - 17 batches/day | 16.2 | 16.8 | 16.5 | 16.0 | 15.7 | 16.0 | - | - | - | - | | | 16.2 |
| 6. Chlorine-Produce 5% more than in 1964. 1964 Avg. = 2,530 | 96.2 | 91.1 | 110.2 | 100.8 | 95.8 | 87.5 | 93.7 | 99.4 | 96.0 | 95.3 | | | 96.6 |
| 7. PNP - Produce at 100% of rated capacity by July. | - | - | - | 24.1 | 102.4 | 89.3 | 107 | 119 | 122 | 133 | | | 99.5 |
| **YIELDS** | | | | | | | | | | | | | |
| 1. Benzene yield improved equiv. to saving 5-10,000 gal. tank cars. ITC = 67,500 lbs. 1964 yield = 98.4% of theory | 0.5 | 0.5 | 1.1 | 0.3 | 1.3 | 0.1 | 0.2 | 0.6 | 1.8 | 2.0 | | | 8.4 |
| 2. Biphenyl Fuel Gas-Savings equiv. to amount required to heat 200 Anniston homes in 1965. 200 MCF/home. 1964 Usage = 1.02 | 9 | -37 | 34 | 8 | 7 | 2 | 2 | 3 | -32 | -3 | | | -7 |
| 3. KCl yield improved equiv. to saving 4 boxcars. One boxcar = 100,000 lbs. 1964 Yield = 142.949 | +0.40 | +0.30 | +0.50 | -0.20 | +0.10 | -0.60 | -0.10 | -0.10 | +0.10 | +0.9 | | | +1.3 |
| **QUALITY** No more than 3 justifiable complaints in 1965. | 0 | 0 | 0 | 1 | 0 | 1 | 0 | 1 | 0 | 0 | | | 3 |
| **SAFETY** No more than 2 serious injuries in 1965 | 0 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 1 | 0 | | | 2 |

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