

ATTORNEY WORK PRODUCT							3/12/2018												
ATTORNEY CLIENT PRIVILEGE																			
DO NOT COPY/DO NOT DISCLOSE																			
POSF/C8 ACID CELL HOUR PRODUCTION																			
posf_c8acidcellsaleshistory.xls																			
POSF SALES (CELL PRODUCTION)																			
YEAR	US POSF SALES		ANTWERP POSF SALES		GLOBAL POSF SALES		C8 ACID GLOBAL SALES		PHSF GLOBAL SALES HISTORY										
	M CELL HRS	M LBS FCs	M CELL HRS	M LBS FCs	M CELL HRS	M LBS FCs	M lbs FCs (@1lb/c-hr)=M C-Hrs	ACTUAL M CELL HRS RUN	PRIMARY PHSF (M CELL HOURS)	6.18 LBS/CELL HOUR PRIMARY PHSF (M LBS/YR)	COPRODUCT PHSF 0.071 C-HR Coproduct PHSF/c-hr POSF fractionated (50% of POSF fractionated)	GLOBAL TOTAL ESTIMATED PHSF SALES/ YR 100% FC (M lbs/yr)							
1965	91	473			91	473													
1969	182	946			182	946	112	112											
1970	138	718			138	718													
1975	176	915			176	915													
1976	381	1,981	25	130	406	2,111	85	85	19	117	89	206							
1977	345	1,794	146	759	491	2,553	80	80	16	99	108	207							
1978	379	1,971	85	442	464	2,413	105	105	12.2	75	102	177							
1979	404	2,101	138	718	542	2,818	97	97	10.3	64	119	183							
1980	375	1,950	86	447	461	2,397	96	72	11.4	70	101	172							
1981	406	2,111	192	998	598	3,110	60	65	21.2	131	131	262							
1982	371	1,929	123	640	494	2,569	72	59	0	0	108	108							
1983	413	2,148	155	806	568	2,954	72	80	0	0	125	125							
1984	395	2,054	218	1,134	613	3,188	90	98	37	229	134	363							
1985	420	2,184	300	1,560	720	3,744	102	82	40	247	158	405							
1986	465	2,418	277	1,440	742	3,858	84	80	35	216	163	379							
1987	514	2,673	249	1,295	763	3,968	102	109	35	216	167	384							
1988	585	3,042	267	1,388	852	4,430	156	138	19	117	187	304							
1989	700	3,640	277	1,440	977	5,080	138	118	34.6	214	214	428							
1990	643	3,344	266	1,383	909	4,727	144	156	56	346	199	546							
1991	582	3,026	282	1,466	864	4,493	144	75	84	519	190	709							
1992	610	3,172	221	1,149	831	4,321	150	135	26	161	182	343							
1993	670	3,484	330	1,716	1000	5,200	144	159	12.6	78	219	297							
1994	661	3,437	395	2,054	1056	5,491	215	171	41.4	256	232	488							
1995	802	4,170	395	2,054	1197	6,224	156	260	21.3	132	263	394							
1996	835	4,342	371	1,929	1206	6,271	215	277	29	179	265	444							
1997	802	4,170	316	1,643	1118	5,814	215	167	38.7	239	245	484							
1998	830	4,316	547	2,844	1377	7,160	290	291	56.2	347	302	649							
1999	772	4,014	503	2,616	1275	6,630	285	309	45.1	279	280	558							
2000	893	3,456	589	2,800	1482	7,706	360	342				208							
2001*	0	1346	74	924	74	385	294	368				148							
2002	0	322	51	399	51	721	146	0				60							
2003	0	34	0?		0	?	61	0											
2004	0																		
*Note 2001 & 2002 sales volume mostly produced in 2000 and 1,100,000 lbs of POSF was sold in January--March 31, 2001.																			
NOTE POSF YIELDS 5.2 LBS POSF FLUORO-CHEMICAL TO FINISHED GOODS PER CELL HOUR.																			
NOTE C8 ACID YIELDS 1.0 LBS C8 ACID FLUORO-CHEMICAL TO FINISHED GOODS PER CELL HOUR. Note in 2000 and 2001 we were getting 1.4 lbs/cell hour for production in Decatur.																			
2000 Est. Finished Goods Production	820	4,264	585	3,040	1405	7,304													
2001 Est. Finished Goods Production	58	300	106	550	163	850													
2002 Est. Finished Goods Production	19	100	38	200	58	300													
2000 Est. Cell Production (as finished goods)	816	4243.2	585	3042	1401	7,285													
2001 Est Cell Production (as finished goods)	0		48	249.6	48	250													
Another 600M lbs of POSF to come from workup of WIP inventories.																			