

Exhibit 3

EXPORTS TO EEC  
PRODUCTS WITHOUT TARIFF CONNECTED  
EXPORT POTENTIAL - 1967 :

|                                                                                            |                                                                                                                                                                                                                                                                                                                           |
|--------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>\$26.6 Million</p> <p><u>Part A</u></p> <p>Inter-<br/>mediates</p> <p>\$8.5 Million</p> | <p><u>PART A - INTERMEDIATES FOR CONSUMPTION</u></p> <p>Man-Made Fiber Intermediates<br/>Polytetramethylene Ether Glycol<br/>Organic Isocyanates<br/>Dimethyl Terephthalate</p> <p>Plastic Intermediates<br/>Acetal Resin Base</p> <p>Photo Product Intermediates<br/>Polyester Film Base</p>                             |
| <p><u>Part B</u></p> <p>Special Tariffs<br/>\$3.1 Million</p>                              | <p><u>PART B - PRODUCTS AFFORDED SPECIAL TARIFF TREATMENT</u></p> <p>Fluoroelastomers<br/>Chlorosulfonated Polyethylene<br/>Urethane Rubber</p>                                                                                                                                                                           |
| <p><u>Part C</u></p> <p>New Facility<br/>\$5.4 Million</p>                                 | <p><u>PART C - NEW EUROPEAN FACILITY</u></p> <p>Fluorocarbon Resins<br/>Agricultural chemicals<br/>Fluorocarbon Refrigerants and Propellants</p>                                                                                                                                                                          |
| <p><u>Part D</u></p> <p>Competition<br/>Determines<br/>Price</p> <p>\$6.4 Million</p>      | <p><u>PART D - LOCAL COMPETITION DETERMINES PRICES</u></p> <p>Organic Specialties<br/>Polyester Packaging Film<br/>Nylon Molding Powders<br/>Cellophane Packaging Film<br/>Petroleum Additives<br/>Polyvinyl Butyral Interlayer<br/>Sodium Products<br/>Acrylic Molding Powders<br/>Ethylene/Vinyl Acetate Copolymers</p> |
| <p><u>Part E</u></p> <p>Special<br/>Qualities</p> <p>\$3.2 Million</p>                     | <p><u>PART E - PRODUCTS HAVING SPECIAL QUALITIES</u></p> <p>Photographic Arts &amp; Reproduction Films<br/>X-Ray Films<br/>Titanium Pigments<br/>Engineering Reproduction Films<br/>Elastomer Chemicals<br/>Finishes</p>                                                                                                  |

## Exhibit 4

## ECONOMIC ANALYSIS OF DU PONT EXPORTS TO THE UNITED KINGDOM—1967

In 1967 Du Pont exports to the U.K. were \$12.6 million. We found we could conveniently analyze the effect of U.K. tariff reductions for 94% or \$11.8 million of these products by directing our analysis to a small number of principal product groups.

Our analysis is shown in the form of a bar graph in Attachment 1 to this exhibit. U.K. tariffs for products accounting for \$6.7 million are not affected by the Supplemental Agreement and thus its implementation could not enhance their export prospects. Attachment 2 lists these products.

Export sales of the following products of which Du Pont exported \$4.7 million to the U.K. in 1967 will not be affected because their U.K. tariffs are reduced. Why this is so is explained below.