

1. Title Slide

we
Hello ladies and gentlemen. Today ~~I~~ want to
show you the world of Conoco Chemicals... (2 sec)

2. Two men in lab

The part of Continental Oil Company that has
built a healthy, expanding business in convert-
ing crude oil and natural gas into chemicals. (2 sec)

3. Pouring detergent
plastic resin over globe

We'll be telling you how Conoco Chemicals
supplies the world's detergent and plastics
industries and what results from the work
you do. (2 sec)

4. Montage of products with
model

Let's start with results: products our
customers make from our products. (2 sec)

5. Palmolive dishwashing
liquid

Washing dishes . . . (2 sec)

6. Putting detergent in
machine

or clothes is a daily chore in our homes.
Well, Conoco is the world's leading producer
of raw materials for the detergents that we use. (2 sec)

7. Lab Shot

We were the first to announce a scientific
breakthrough in developing chemicals from
petroleum for biodegradable -- or "soft"
detergents . . . (2 sec)

(more)

8. Foaming in stream that do not leave residual foam in streams. (2 sec)
9. Clean streams This represented the first major assault on our country's mounting water pollution problems. (2 sec)
10. Men/Alcohol plant location Conoco was the first to make high-purity specialized industrial alcohols from petroleum. (2 sec)
11. Man painting These alcohols are used as primary base materials in a range of items from paints, lacquers and printing ink . . . (2 sec)
12. Model using Halo shampoo to hair shampoo. (2 sec)
13. C/U PVC Resin packaging In 1974, Conoco, with two plants, was second among the nation's top 10 producers of polyvinyl chloride (PVC) resin. (2 sec)
14. C/U PVC compound packaging Our resin and compounds go into many familiar flexible and rigid plastic products. (2 sec)
15. Girl and shower curtain Things like decorative shower curtains . . . (2 sec)
16. Mother/daughter in plastic rainwear rainwear. . . (2 sec)
17. Women's shoes shoes. . . (2 sec)
18. Man getting out of car auto seat covers. . . (2 sec)

(more)

19. Pretty girl watering lawn

garden hose . . . (2 sec)

20. Plastic pipe

and plastic pipe. (2 sec)

21. Montage of products

Floor tiles, records and toys are also
made from our PVC. (2 sec)

22. Lab technician

Our chemicals go into lots of other
industrial and consumer products from. . . (2 sec)

23. Saturn Rocket take-off

rocket fuel. . . (2 sec)

24. Vials of pills

to pharmaceuticals. . . (2 sec)

25. Girl putting on Jergens
hand lotion

and cosmetics and beauty lotions. (2 sec)

26. 1870 Train enroute

It all began back in the early 1870's when
the railroads were rolling back the Western
Frontier. (2 sec)

27. Coal oil lamp

They carried with them coal oil lamps among
new conveniences for the pioneer settlers. (2 sec)

28. Issac Blake portrait

Issac E. Blake of Ogden, Utah saw a market
for coal oil lamps. He and three western
business pioneers. . . (2 sec)

29. Butte, Montana facilities

incorporated the Continental Oil and Trans-
portation company in November 1875. (2 sec)

30. Horse-drawn Wagon

It started life with the sole purpose of
distributing the petroleum products of
other companies. (2 sec)

(more)

31. Denver warehouse (1884)

In the next 10 years the firm expanded and diversified its markets in the oil industry, later changing its name to Continental Oil Company. (2 sec)

32. Early refining

In 1916 Continental acquired United Oil Company and added crude oil production and refining operations to its extensive distribution network. It further integrated its operation in a merger in 1924 with Mutual Oil Company. (2 sec)

33. Continental Soldier

It adopted the Revolutionary War Continental soldier as its trademark and had headquarters in Denver. (2 sec)

34. Marland statue/portrait

Meanwhile, E. W. Marland, a Pennsylvania lawyer, was pioneering the discovery of oil in Oklahoma. (2 sec)

35. Early well drilling

In 1909 he sank his first well on an Indian reservation near the small trading village of Ponca City. (2 sec)

36. Marland's first producing well

In 1911, on his ninth try, Marland brought in a gusher, the historic Willie Cries for War named for the Indian who owned the land. (2 sec)

37. Early oil field

That strike sparked the rapid development of the crude oil industry in northern Oklahoma. (2 sec)

(more)

38. Early Marland service station

In 1929 Marland and Continental merged under the name Continental Oil Company. . . (2 sec)

39. Red triangle mark

and adopted the red triangle trademark. Headquarters moved to Ponca City. (2 sec)

40. Capsule mark

Today Continental does not just find, produce, refine and market petroleum products. (2 sec)

41. World map from annual report

It is a diversified energy and resources company with more than 40,000 employees in some 35 countries. (2 sec)

42. 7 Billion type line

In 1974 Conoco had annual sales in excess of 7 billion dollars. (2 sec)

43. 7 Billion and 16th Build

It is the 16th largest United States company in sales. . . (2 sec)

44. 7 Billion and 22nd-16th Build

And 22nd in assets. . . (2 sec)

45. All figures Build

It is ranked among the top 50 companies in the world. (2 sec)

46. Corporate building

Corporate headquarters is in Stamford, Conn. (2 sec)

47. Ponca City aerial

Ponca City, where the largest of Conoco's seven refineries is located, is now the service center of the corporation. (2 sec)

(more)

A

48. Girl/men at computer

Here are housed Conoco's accounting, geophysical, financial and data processing units and its research and development and engineering operations. (2 sec)

49. Chart

Continental Oil Company's operating concept is an executive office of a chairman, a deputy chairman and four vice chairmen. Each vice chairman has broad authorities within the area of Conoco's business for which he is responsible. (2 sec)

50. Hardesty Portrait

We report to vice chairman C. Howard Hardesty. He is responsible for Conoco's worldwide transportation and supplies and chemical activities and directs Conoco's worldwide government, public and employee relations. (2 sec)

51. Repeat Title Slide

Let's talk a little about us. (2 sec)

52. Reception area

Conoco Chemicals, as we know it today, was born in January, 1972 by the consolidation of Continental Oil's petrochemicals and plastics operations. (2 sec)

53. Gerwig portrait

Chemicals operation is the responsibility of Robert W. Gerwig, executive vice president of Continental Oil Co. (2 sec)

54. Burns portrait

John Burns is vice-president-commercial, responsible for Chemicals' business area, project planning, commercial development and research and engineering coordination. (2 sec)

(more)

THIS IS CONOCO CHEMICALS
ABERDEEN - OCTOBER, 1976

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55. Vernon portrait

Leon Vernon is vice president-operations, responsible for Chemicals' manufacturing, marketing, supplies and distribution, and bio-medical and environmental affairs. (2 sec)

56. Conoco Towers

Headquarters is in Conoco Towers at Greenway Plaza in Houston. (2 sec)

57.

Our marketing, accounting and other support groups are located here. (2 sec)

58. Baltimore Aerial

We operate plants throughout the United States in Baltimore, Maryland... (3 second pause)

59. Hammond

Hammond, Indiana. . . (5 second pause)

60. Lake Charles Aerial

Lake Charles, Louisiana. . . (5 second pause)

61. Pitt-Consol Facade

Newark, New Jersey. . . (5 sec.)

62. Oklahoma City aerial

Oklahoma City, Oklahoma (3 sec.)

63. Aberdeen Aerial

and Aberdeen , Miss. (5 sec.)

64. Old Aberdeen Site

Lets talk for a few minutes about our Aberdeen plant. This plant was built by Thompson-Apex Company and originally called Monroe Manufacturing. It came on stream in 1963 as a 50 million pounds per year operation. Continental acquired it in 1964 along with other facilities since sold.

(2 sec)

(more)

65. Conoco Plastics Slide

Continued expansion of the plant increased its capacity to a peak of nearly 350 million pounds per year in 1973. Compliance with OSHA and EPA regulations however, resulted in the shutdown of all the small reactor buildings reducing capacity to approximately 150 million pounds per year in 1975. The new capacity replacement project scheduled to come on stream in early 1978 will bring capacity back up to the 1973 level of 350 million pounds per year. (2 sec)

66. Chloride R/C's

Vinyl Chloride monomer is a water clear liquid shipped to our plant in tank railcars from Conoco's Lake Charles VCM Plant. (2 sec)

67. Storage Bullets

The VCM is stored in 3 separate storage tanks. The two storage bullets hold 450,000 pounds each. (2 sec)

68. Sphere

In 1975, a 640,000 gallon sphere was constructed which holds 4.5 million pounds. (2 sec)

69. Piping to Lg. Rx.

From the storage tanks, the VCM is piped to the large reactor area, (2 sec)

70. Large Reactor

Conoco's Large Reactor Technology was the first of its kind in the world. In these reactors, Vinyl Chloride is converted from its liquid-monomer state into millions of very small solid white particles in a water slurry. (2 sec)

(more)

71. Dryers

The water is removed from the slurry in Rotary gas fired dryers such as these. Hot air is blown through the dryers and evaporates the water. The remaining small white particles are the end product called PVC Resin. This can be sold as is or transferred to other operations within the plant as a raw material. (2 sec)

72. Welex

Dry Blend is a product that uses Resin as a base raw material. The Welex mixers combine resin along with other raw materials to produce a product that is used in the production of rigid pipe. (2 sec)

73. P-1 Building

Alcohol from Conoco's Lake Charles Plant is reacted with other raw materials to make a clear oil known as plasticizer and is used in the compounding operation. It is this raw material that makes compound flexible. (2 sec)

74. Line 3 Mill

Various mixtures of PVC resin, plasticizer, color pigments and fillers are combined in the presence of heat and pressure on these mills to form Compound. Our customers receive Compound in a pellet form from which a finished product is manufactured by reheating. (2 sec)

75. Bags

All finished products leave our plant in one of the following: 50 pound bags. . . (2 sec)

(more)

76. Gaylord

750 pound Gaylord boxes. . . (2 sec)

77. Bulk Trailer

Bulk Hopper Trailers. . . (2 sec)

78. Bulk R/C

Bulk Hopper Railcars. . . (2 sec)

Plasticizer is either shipped in 55
gallon drums or tank trailers. (2 sec)

79. Transportation

The Conoco Transportation Department
is responsible for all shipments leaving
the Aberdeen Plant. (2 sec)

80. Organizational Chart

Let us now take a look at the operations
support groups here at Aberdeen . . . (2 sec)

81. Lab Shot

The Aberdeen Plant Laboratory monitors the
quality of all our products. In addition,
our chemists work hard to develop new products
to meet our customers specifications. (2 sec)

82. Admin. Services Shot

Administrative Services includes all pur-
chasing, accounting, receiving and secretarial
functions. This group makes the paperwork
flow smoothly. (2 sec)

83. Safety Shot

The Safety Departments responsibilities
are to maintain the health and safety
of our employees and to protect plant equip-
ment as well as improve employee skills. (2 sec)

(more)

84. Engineering Shot

Our design engineering group is divided into 2 functional groups: Process and Mechanical. Process Engineers specify process equipment and Mechanical Engineers handle all support engineering and field installation. (2 sec)

85. Aberdeen Aerial

A major concern of Conoco Chemicals is the assurance that its employees have a pleasant working environment. Several major projects have been completed to accomplish this. (2 sec)

86. Aeriator Pond

One of these is a series of Polution Control Ponds that meet the State Water Commission Standards. (2 sec)

87. Road Shot

Another project, completed in 1976, was the resurfacing of all plant roads. (2 sec)

88. Office Building

Also, a new office area was completed in September, 1975, which provided a central location for all Engineering, Operation Department Heads, Administration and Industrial Relations. (2 sec)

89. Large Reactor

There are several planned projects to be completed in the near future. One of these is 4 new large reactors which will more than double the size of the existing reactor department. As stated previously, these should be in operation by early 1978 and will return the plant to its 1973 capacity. (2 sec)

90. Line 3 shot

A new compound unit is an important part of the Capital Budget for 1977. This unit will replace the out dated Banbury Line presently in use. (2 sec)

91. P-1 Shot

The plasticizer unit will be expanded in order to supply the new compounding operations. This, too, is an important part of the 1977 Capital Budget. (2 sec)

92. Aberdeen Aerial

With the current projects underway and the planned future projects, you can see the bright future in store for the Aberdeen Plant. (2 sec)

93. Merger Book Cover

The Baltimore plant, built as a refinery in 1915, has been a part of Continental Oil since the merger with Marland. (2 sec)

94. Baltimore Plant overview

In 1947 Conoco built its first petrochemical plant there to produce basic raw materials for household detergents and industrial cleaning compounds. (2 sec)

95. New Nalkylene Unit

Facilities were expanded in 1965 to produce our prime soft detergent intermediate, NALKYLENE detergent alkylate. (2 sec)

96. 2 Men sampling product

The plant now produces, roughly 450 million pounds a year of some individual chemicals. (2 sec)

97. 2 Men loading railroad tankcar

which are used in a variety of applications from clothes-washing to the pickling of steel. (2 sec)

(more)

98. View of Alcohol plant Conoco attracted worldwide attention in 1962 when it brought on stream a \$10 million ALFOL ~~A~~ Alcohol Plant In Lake Charles. (2 sec)
99. Man in control room The plant's capacity has been expanded twice until today it produces 200 million pounds of raw materials a year for the detergent, plasticizer and specialty chemical markets. (2 sec)
100. LCCP Normal Paraffin Unit Another plant unit produces feedstocks for Baltimore's NALKYLENE^R alkylate process. (2 sec)
101. VCM plant overview A 600 million pounds per year vinyl chloride monomer (VCM) plant, then the world's largest... (2 sec)
102. Ethylene plant view across pond and a 500 million pound ethylene plant, came on stream at Lake Charles in 1968. (2 sec)
103. Ethylene Terminal Our new ethylene tanker terminal came on stream in 1974 at the Lake Charles complex's marine dock. It will be used for imported ethylene to supplement the production of our ethylene plant. (2 sec)
104. Ethylene towers Ethylene is a basic building block of the chemical industry. More than half of our annual production is used as feedstock by the VCM plant and a large part of the remainder by the alcohol plant. (2 sec)

(more)

105. VCM plant control panel Under a licensing agreement with Stauffer Chemicals, the Lake Charles VCM plant produces this gaseous chemical intermediate used in the manufacture of PVC plastic resin. (2 sec)
106. OKC Large Reactors The Oklahoma City plant came on stream in 1971. It uses exclusively the large reactor technology developed by Conoco at Aberdeen. (2 sec)
107. Control Panel Operators This new technology for more economical manufacture of PVC resin is being offered for licensing all over the world. (2 sec)
108. Plant construction The plant was originally designed to produce 70 million pounds. But continued expansion of the plant raised its capacity to over 180 million pounds in 1974. (2 sec)
109. Plant establishing view Our Hammond plant produces a variety of sulfonates which are utilized as surfactants in biodegradable detergents. (2 sec)
110. Detergent formula-cartoon You won't find the word surfactant in a dictionary. It's a chemical term for "surface active agent." A detergent molecule in a cleaning product formulation is a surfacant. (2 sec)
111. Molecule cartoon It lowers surface tension of the water and improves water's ability to penetrate and loosen dirt. (2 sec)

(more)

112. Men loading tank
Baltimore and Lake Charles provide the feedstocks for Hammond's operation. (2 sec)
113. Foreman Ted Blue
The plant came on stream in 1969. It combined the operations of a Chicago plant, acquired from Stepan in 1952, and a batch sulfonation plant built in Hammond by Conoco in 1958. (2 sec)
114. Drumming operation
Our Newark plant, known as the Pitt-Consol Chemical Company, uses phenol and methanol feedstocks to manufacture a variety of cresylic acids. (2 sec)
115. 2 Men at Control board
The plant has a capacity of 50 million pounds a year. (2 sec)
116. Loader picking up drums
(cree-syl-iks)
The cresylics are used as base raw materials by the plastics, rubber, oil additive and pharmaceutical industries. (2 sec)
117. Sampling
Since Pitt-Consol was formed in 1955, the plant has undergone extensive revision and expansion of its production facilities. (2 sec)
118. Superintendent/man in front of unit
Included was the construction of a unit to synthetically produce the cresylics. This technology was available in 1966 and the plant was built in time to take advantage of the decline of cresylics from natural sources. (2 sec)

(more)

119. Salesman/car Supporting our efforts are Conoco Chemical's domestic force of 18 sales managers and sales representatives, who sell our products coast-to-coast. (2 sec)
120. Engineering group . . . and the chemical section of Conoco's Research and Engineering Department in Ponca City. Here talented engineers and scientists help perfect our products and processes, and ways to improve the environment. (2 sec)
121. Location map Conoco Chemicals also makes and markets chemicals, including PVC resin, in more than 30 countries. We have eight affiliate companies with plants in: (2 sec)
122. Condea West Germany . . . (3 second pause)
123. Nissan Conoco Japan . . . (3 second pause)
124. Petresa Spain . . . (3 second pause)
125. Vinatex-Havant and England. (3 second pause)
126. Brussels scene Conoco Europe SA is our European marketing and sales office located in Brussels. (2 sec)
127. Office Scene It takes a lot of different people . . . (3 sec.)
128. Engineer . . . doing a lot of different jobs. . . (3 sec.)
129. Mechanic . . . to give Conoco success. . . (3 sec.)

(more)

130. Sampling

, . . in so many different areas. (3 sec.)

131. Logo

We feel that all of us can take pride in being
associated with Conoco's progress and success.

(3 seconds)

Thank you.

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