KEY CORPORATE CUSTOMER	1970 CORP. SALES ($M)	FR FLUID LOCATIONS	F.R. FLUID VOLUME (GALS.) C = CONVERT	KEY MFG BUSINESS GPS OR DIVISIONS (% 1970 SALES – APPROX.)													PLASTICIZER ARECLOR USED	PYDRAUL USED	DIELECTRIC ARECLOR USED	ACTION TAKEN FR FLUID
				SPEC. PROD.	PLASTICIZERS	GEN. CHEM.	RUBBER	ORG (MIXED)	INORG.	TEXT.	PPR	H&P	AG.	PKGING	ELECT.					
AIRCO	0.5	1	100	–	–	–	–	50	–	–	40	–	–	–	–	✓			0
ALCOA	0.7			40	11	–	–	–	–	–	–	35	–	–	–	0			✓
ALLIED CHEMICAL	0.9	2	2000	–	15	15	–	–	50	–	–	–	–	–	–	0			0
AMERICAN CYANAMID	7.5	1	?	–	–	20	5	–	11	–	23	–	25	6	–	0	✓		0
ARMCO STEEL	2.2	1	250	10	–	–	–	–	–	–	–	90	–	–	–	0			0
ARMSTRONG CORK	2.8	2	2000	–	99	–	–	–	–	–	–	–	–	–	–	✓			0
ATHOL MFG.	0.5	1	200	–	45	–	–	–	–	–	–	55	–	–	–	0			0
ATLANTIC RICHFIELD	1.7	2	C?	–	–	–	–	–	–	–	–	90	–	–	–	0			✓
BENDIX	–	5	17000	✓	–	–	–	–	–	–	–	–	–	–	–	0			0
BETZ LABS.	0.6	1	?	–	–	–	–	–	85	–	–	–	–	–	–	0			0
BOISE CASCADE	0.5	1	200	20	–	–	–	–	–	–	45	33	–	–	–	0			0
BORDEN	6.6	5	4500	–	30	12	–	–	–	–	6	–	35	–	–	✓			✓
BURLINGTON IND.	33.3	3	2000	–	–	–	–	–	–	98	–	–	–	–	–	0			✓
CARGILL	0.6	1	1500	–	–	30	–	–	–	–	–	–	60	–	–	0			✓
CONTINENTAL CAN	1.1	6	C?	45	–	–	–	–	–	–	–	55	–	–	–	✓			✓

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KEY CORPORATE CUSTOMER	1970 CORP. SALES ($M)	F.R. FLUID LOCATIONS	F.R. FLUID VOLUME (GALS.)	KEY MICE BUSINESS GPS OR DIVISIONS (% 1970 SALES – APPROX.)													PLASTICIZER ARCCLOR USED	PYDRAUL USED	DIELECTRIC ARCCLOR USED	ACTIVE TP IN FR FLUID
				SPEC. PROD.	PLASTICIZERS	GEN. CHEM.	RUBBER	ORG (MIXED)	INORG.	TEXT.	PPR	H&P	AG.	PKGING	ELECT.				
CONTINENTAL OIL	5·3	1	1000	–	–	–	–	6	12	–	–	75	6	–	–	0			0
CELANESE	3·0	1	200	–	–	66	–	–	8	–	16	–	–	–	–	✓			✓
CHEMETRON	1·1	1	1000	20	–	–	80	–	–	–	–	–	–	–	–	0			✓
CITIES SERVICE	0·7	1	?	–	–	–	–	–	20	–	–	55	25	–	–	✓			0
CROWN ZELLERBACH	0·5	2	c?	75	–	–	–	–	–	–	25	–	–	–	–	0			✓
DEERING-MILLIKEN	23·6	2	400	–	–	–	–	–	–	98	–	–	–	–	–	0			0
DIAMOND SHAMROCK	4·9	1	100	–	–	–	–	12	25	–	–	50	10	–	–	0			0
DOW	6·0	2	?	–	–	–	–	24	7	–	–	66	–	–	–	0			✓
DOW CORNING		3	3500													0			✓
DUPONT	5·4	11	4000	–	–	–	–	50	10	–	20	–	20	–	–	✓			✓
DUVAL SIERRITA	–	1	5000	✓	–	–	–	–	–	–	–	–	–	–	–	0			0
EAST ALCO AL.	–	1	7000	✓	–	–	–	–	–	–	–	–	–	–	–	0			0
ENJAY CHEMICAL	5·2	2	9500	–	–	10	–	–	45	20	5	20	–	–	–	0			0
ETHYL CORP.	1·5	1	600	10	16	–	–	–	–	–	–	70	–	–	–	0			0
FIRESTONE	22·8	3	5000	–	–	–	65	–	–	33	2	–	–	–	–	0			0

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KEY CORPORATE CUSTOMER	1970 CORP. SALES ($M)	FR FLUID LOCATIONS	F.R. FLUID VOLUME (GALS.)	KEY MICC BUSINESS GPs OR DIVISIONS (% 1970 SALES – APPROX.)													PLASTICIZER ARCCLOR USED	HYDRAULIC USED	DIELECTRIC ARCCLOR USED	ACTION TAKEN ON FR FLUID
				SPEC. PROD.	PLASTICIZERS	GEN. CHEM.	RUBBER	ORG (MIXED)	INORG.	TEXT.	PPR	H&P	AG.	PKGING	ELECT.					
FMC	5.8	3	9000	–	–	25	–	–	31	–	–	–	38	–	–		O			✓
FORD MOTOR	10.4	2	1500	–	–	–	–	6	12	–	55	25	–	–	–		✓			O
GAF	4.0	3	1000	–	–	–	–	8	15	–	–	70	–	–	–		O			O
GENERAL ELECTRIC	9.3	6	5000	20	–	–	–	–	–	–	11	44	–	–	18		✓		✓	O
GENERAL MOTORS	7.3	7	2500	7	–	–	–	–	–	–	–	80	–	–	–		O			O
GENERAL TIRE	14.3	4	7500	–	4	–	30	–	–	66	–	–	–	–	–		✓			O
P.D. GEORGE	0.3	1	2000	–	–	–	–	33	–	–	66	–	–	–	–		✓			O
GOODYEAR	16.2	2	100000 to 150000														✓			O
B.F. GOODRICH	20.4	1	100														✓			O
GRUMMAN	–	1	20000	✓	–	–	–	–	–	–	–	–	–	–	–		O			✓
GULF COAST AL.	–	1	6500	✓	–	–	–	–	–	–	–	–	–	–	–		O			O
W.R. GRACE.	6.1	2	2000														✓			O
GILMAN BROS.	0.3	1	?	–	–	–	–	–	–	–	–	96	–	–	–		O			O
INTERNAT. PAPER	3.2	5	C?	85	–	–	–	–	–	–	3	8	–	–	–		O			✓
INTERPLASTIC	0.3	1	?	–	–	90	–	–	–	–	–	–	–	–	–		O			O

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KEY CORPORATE CUSTOMER	1970 CORP. SALES ($M)	F.R. FLUID LOCATIONS	F.R. FLUID VOLUME (GALS.)	KEY MFG BUSINESS GPS OR DIVISIONS (% 1970 SALES – APPROX.)												PLASTICIZER ARCLOR USED	HYDRAUL USED	DIELECTRIC ARCLOR USED	ACTION TA ON FR FLUID
				SPEC. PROD.	PLASTICIZERS	GEN. CHEM.	RUBBER	ORG (MIXED)	INORG.	TEXT.	PPR	H&P	AG.	PKGING	ELECT.				
INMONT	2·5	4	8000	–	30	20	–	–	12	–	30	8	–	–	–	✓			O
ICI AMERICA		1	600													O			O
KAISER ALUM.	2·5	2	300	–	–	–	–	–	–	–	–	–	95	–	–	O			O
KENTILE	1·8	1	800	–	88	–	–	–	–	11	–	–	–	–	–	✓			O
KENT PLASTICS	1·3	1	?	–	–	–	–	–	–	–	–	99	–	–	–	O			O
LITTON	0·3	3	200	–	–	–	–	–	50	–	–	25	–	–	–	O			O
LEVER BROS.	34·1	3	2800	–	–	–	–	–	80	–	–	–	–	20	–	O			✓
LUBRIZOL	2·1	2	10000	–	–	85	–	–	12	–	–	–	–	–	–	✓			✓
MALDEN MILLS	0·6	1	200	–	–	–	–	–	–	99	–	–	–	–	–				O
MARTIN MARIETTA	0·5	3	2300	–	–	90	–	–	–	–	–	–	–	–	–	O			O
MEAD	1·4	4	C?	80	–	–	–	–	–	–	–	–	–	–	–	O			✓
MOTOROLA	0·3	1	1200	–	–	–	–	–	–	–	–	–	–	–	90				O
3-M	2·6	1	100	–	–	–	–	33	–	–	40	20	–	~~45~~	–	✓			✓
KOPPERS	1·1	2	1000	85	–	–	–	–	11	–	–	–	–	–	–	✓			✓
MARCOR	0·7	4	C?	50	–	–	–	–	–	–	15	20	–	–	–	O			✓

0104872

KEY CORPORATE CUSTOMER	1970 CORP. SALES ($M)	F.R. FLUID LOCATIONS	F.R. FLUID VOLUME (GALS.)	KEY MICC BUSINESS GPS OR DIVISIONS (% 1970 SALES – APPROX.)												PLASTICIZER ARCCLOR USED	HYDRAULIC FLUID USED	DIELECTRIC ARCCLOR USED	ACTION TAKEN ON FR FLUID
				SPEC. PROD.	PLASTICIZERS	GEN. CHEM.	RUBBER	ORG (MIXED)	INORG.	TEXT.	PPR	H&P	AG.	PKGING	ELECT.				
N.L. INDUSTRIES	0.4	1	900	–	–	–	–	–	–	–	–	99	–	–	–				0
NALCO	1.4	1	600	–	–	–	–	10	50		40	–	–	–	–	0			0
NORTH AM. ROCKWELL	1.1	1	?	–	–	15	–	–	–	–	–	–	–	15	70	0			0
NORTON	0.6	1		–	25	–	–	–	–	–	66	–	–	–	–	0			0
NATIONAL STARCH	1.7			–	–	15	45	–	–	–	33	–	–	–	–	✓			✓
NATIONAL SOUTHWIRE	–	1	10000	✓	–	–	–	–	–	–	–	–	–	–	–	0			0
NORTHWEST IND.	1.0	1		35	–	28	–	–	–	–	–	–	20	–	–			✓	0
NATIONAL DISTILLERS	2.4	1	500	–	–	–	–	–	–	25	25	40	–	–	–	0			0
OCCIDENTAL PET.	3.4	5	20000	–	–	–	–	16	35	–	–	–	40	–	–	0			✓
OLIN	3.1	2	400	–	–	–	–	15	15	–	13	–	58	–	–	0			✓
OWENS CORNING	2.3	3	4000	–	–	33	–	–	–	–	42	20	–	–	–	0			0
OWENS ILLINOIS	1.7	6	2000	12	–	–	–	–	–	–	10	75	–	–	–	0			✓
PENNWALT	1.8	2	500	–	–	–	15	–	83	–	–	–	–	–	–	0			✓
PHELPS DODGE	0.9	1	100	–	–	–	–	–	–	–	20	55	–	–	–				0
PIONEER PLASTICS	0.3	2	700	–	–	–	–	–	–	–	90	–	–	–	–	0			⊘

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KEY CORPORATE CUSTOMER	1970 CORP. SALES ($M)	FR FLUID LOCATIONS	F.R. FLUID VOLUME (GALS.)	KEY MFG BUSINESS GPS OR DIVISIONS (% 1970 SALES – APPROX.)													PLASTICIZER ARCOLOR USED	PYDRAUL USED	DIELECTRIC ARCOLOR USED	ACTION TA ON FR FLUID
				SPEC. PROD.	PLASTICIZERS	GEN. CHEM.	RUBBER	ORG (MIXED)	INORG.	TEXT.	PPR	H&P	AG.	PKGING	ELECT.					
PPG	7·0	9	7000	–	–	16	–	–	–	–	55	20	–	–	–	✓			✓
P & G	58·7	2	C?	–	–	2	–	–	75	–	3	–	–	16	–	O			✓
PUREX	1·6	2	?	–	–	–	–	–	90	–	–	–	–	–	–	✓			O
QUAKER OATS	0·4	1	500	–	–	–	–	–	90	–	–	–	–	–	–	O			O
R.C.A.	2·3	1	?	–	–	–	–	–	–	–	–	20	–	–	80	O			O
REICHOLD	2·0	9	7000	–	–	47	–	–	–	–	20	17	–	–	–	O			✓
REPUBLIC STEEL	0·3	1	700	70	–	–	–	–	–	–	–	–	–	–	–	O			O
REYNOLDS METALS	0·4	3	2100	35	–	–	–	–	–	–	–	55	–	–	–	O			✓
RHODIA	0·4	1	600	–	–	–	–	75 Fluid + Fire	–	–	–	–	–	–	–	O			O
RIEGEL PAPER	0·8	2	C?	80	–	–	–	–	–	–	8	12	–	–	–	O			✓
SCHENECTADY CHEM	0·3	1	800	–	–	–	–	–	–	–	70	–	–	–	–	O			O
SHELL	54	4	6300	–	–	30	–	–	10	–	10	50	–	–	–	O			O
SHERWIN-WILLIAMS	2·2	3	2500	–	–	45	–	–	–	–	25	25	–	–	–	✓			✓
SOO VALLEY	0·9	1	800	–	–	–	–	–	–	50	–	50	–	–	–	O			O
STANDARD OIL – INDIANA	14·2	1	750	–	–	–	–	5	5	–	–	50	40	–	–	–			✓

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KEY CORPORATE CUSTOMER	1970 CORP. SALES ($M)	FR FLUID LOCATIONS	F.R. FLUID VOLUME (GALS.)	KEY MILL BUSINESS GPS OR DIVISIONS (% 1970 SALES – APPROX.)												PLASTICIZER AROCLOR USED	HYDRAUL USED	DIELECTRIC AROCLOR USED	ACTIVE IN FR FLUID
				SPEC. PROD.	PLASTICIZERS	GEN. CHEM.	RUBBER	ORG (MIXED)	INORG.	TEXT.	PPR	H&P	AG.	PKGING	ELECT.				
STD. OIL-CALIFORNIA	1·0	8	6000 ~~3500~~	—	—	—	—	30	30	—	—	—	25	—	—	✓			✓
STAUFFER	3·0	4	2000	—	—	33	—	—	45	—	—	—	—	—	—	0			0
SUN OIL	3·0	5	2600	—	—	—	—	—	—	—		90	—	—	—	0			0
TENNECO	0·7	3	6000	—	—	—	—	80	—	—	15	—	—	—	—	0			✓
TEXACO	1·1	1	4000	—	—	12	—	—	60	—	—	—	—	25	—	0			0
TOFCO ASSOC.	0·6	1	100	—	—	—	—	—	—	—	—	—	—	100	—	0			0
UNION CAMP	0·9	3	1800	70	—	—	—	—	—	—	20	—	—	—	—	✓			✓
U.C.C.	9·1	3	2000	—	—	—	—	16	11	—	—	46	25	—	—	✓			✓
UNION OIL	2·8	3	2500	—	70	—	—	—	—	—	—	10	13	—	—	✓			0
UNITED MERCHANTS & MFRS.	2·6			—	—	—	—	—	—	—	10	90	—	—	—				0
U.S. GYPSUM	0·5	3	1500	—	20	—	—	—	—	—	75	—	—	—	—	✓			0
U.S. PLYWOOD-CHAMPION	3·5	3	300	35	—	—	—	—	—	—	55	—	—	5	—	0			✓
U.S. STEEL	3·3	1		—	—	30	—	—	10	—	—	40	10	—	—	0	✓		0
UPJOHN	1·2	2	1000	—	—	50	—	—	—	—	—	—	—	30	—	0			0
UNIVERSAL OIL PROD.	3·1	2	500	—	—	80	—	—	—	—	16	—	—	—	—	✓			0

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KEY CORPORATE CUSTOMER	1970 CORP. SALES ($M)	F.R. FLUID LOCATIONS	F.R. FLUID VOLUME (GALS.)	KEY MICRO BUSINESS GPS OR DIVISIONS (% 1970 SALES – APPROX.)													PLASTICIZER ARROCLOR USED	PYDRAUL USED	DIELECTRIC ARROCLOR USED	ACTIVITY IN FR FLUID
				SPEC. PROD.	PLASTICIZERS	GEN. CHEM.	RUBBER	ORG (MIXED)	INORG.	TEXT.	PPR	H&P	AG.	PKGING	ELECT.					
UNIROYAL	4.2	2	1200	–	12	–	50	–	6	20	–	–	–	–	–		✓			0
ROHM & HAAS	1.8	2	4000	–	–	80	–	–	–	–	–	15	–	–	–		0			0
NORANDA	–	1	7000	✓	–	–	–	–	–	–	–	–	–	–	–		0			0
NEW ENGLAND PET.	–	1	4000	✓	–	–	–	–	–	–	–	–	–	–	–		0			0
VAN WATERS & ROGERS	0.7	2	C?	–	–	–	–	–	55	–	30	–	15	–	–		0			0
WESTINGHOUSE	4.0	1	1000	33	–	–	–	–	–	–	–	40	–	–	25		0		✓	0
WESTVACO		6 2	66? 300	✓	–	–	–	–	–	–	–	–	–	–	–		0			✓
WITCO	4.0	4	4800	–	–	55	–	–	35	–	–	–	–	–	–		0			0
SEARS ROEBUCK (DEGOTO)	4.4	2	2000	–	–	–	–	–	25	–	30	40	–	–	–		0	0	0	0
REVERE COPPER & BRASS	–	1	4000	✓	–	–	–	–	–	–	–	–	–	–	–					
LIBBY OWENS FORD	6.7	1	?	–	–	–	–	–	–	–	–	5	–	95	–		0	✓		0
SUN CHEMICAL	0.2	1	?	–	–	–	–	30	20	–	33	–	–	–	–		✓			0
TELEDYNE	0.4	1	?	–	–	–	–	–	–	–	–	–	–	–	95		0	✓		0

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