

Koppers Sales by Major End Markets

Koppers products and services are sold to a broad cross section of leading industries. Major end markets for our 1978-1977 sales are listed below.

End Markets	Major Products and Services		Sales (\$ Millions)	%
Iron and Steel	Engineering and construction services for basic steelmaking facilities; pollution control systems for steelmaking plants; power transmission couplings; foundry and furnace coke; foundry coatings and binder systems; electrostatic precipitators; pitches; custom equipment; mineral processing equipment; hot top refractory systems.	78	\$ 307.6	19.4%
		77	\$ 307.2	22.7%
Engineered Construction	Aggregate and bituminous road paving and construction materials; bituminous concrete; highway and street construction services; treated piling; lumber and plywood; protective coatings; corrugated metal pipe; piston rings and seals; refined tars.	78	\$ 289.5	18.3%
		77	\$ 197.4	14.6%
Architectural Construction	Roofing products; laminated and treated wood structural products; building poles; fire-retardant lumber; treated cedar shakes and shingles; building maintenance products; aggregates; ready-mix concrete; air handling products; sound control equipment; specialty adhesives.	78	\$ 191.7	12.1%
		77	\$ 129.4	9.5%
Chemicals, Plastics and Rubber	Naphthalene; phthalic anhydride; resorcinol; polyester resins; maleic anhydride; antioxidants; alkyd resins; tar acids; coating resins; resorcinol resins; specialty chemicals; chemical process equipment.	78	\$ 191.6	12.1%
		77	\$ 177.9	13.1%
Transportation	Treated and untreated railroad cross-ties; treating services; treated wood products; piston rings and seals; creosote; power transmission couplings; sealants and adhesives.	78	\$ 158.8	10.0%
		77	\$ 146.2	10.8%
Lumber	White spruce lumber; hardwood lumber; creosote and other wood-preservative chemicals; laminated beams; treated wood; treatment service.	78	\$ 86.5	5.5%
		77	\$ 80.9	6.0%
Utilities: Electric, Gas, Telephone, Sewer, Water	Transmission and utility poles; laminated wood products; electrostatic precipitators; pipeline and other protective coatings; sound control and water treatment equipment.	78	\$ 81.5	5.1%
		77	\$ 71.6	5.3%
Nonferrous Metals and Mining	Carbon binder pitch; industrial coke; ore processing equipment; electrostatic precipitators; treated lumber; piston rings and seals.	78	\$ 78.0	4.9%
		77	\$ 60.6	4.5%
Paper and Packaging	Container machinery; electrostatic precipitators; specialty chemicals; mechanical and thermomechanical pulping systems; other processing and material handling systems and machinery; industrial fans.	78	\$ 73.2	4.6%
		77	\$ 85.4	6.3%
Machinery	Power transmission couplings; piston rings and seals; sound control equipment; industrial fans; mineral processing equipment; sealants and antirust products.	78	\$ 33.0	2.1%
		77	\$ 32.8	2.4%
Agriculture, Food, Grain Processing	Processing and material handling machinery; feed mills; agricultural limestone; treated lumber, plywood, fence posts and building poles; coke.	78	\$ 31.0	2.0%
		77	\$ 28.9	2.1%
All Other		78	\$ 59.5	3.9%
		77	\$ 37.4	2.7%
Total Sales		1978	\$1,581.9	100.0%
		1977	\$1,355.7	100.0%