JOHN D. BURNS - MEMBERSHIPS
Chemical Manufacturers Association

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CHEMICAL MANUFACTURERS ASSOCIATION

EXECUTIVE COMMITTEE MEETING
Tuesday, March 3, 1992
CMA Offices, Washington, D.C.

Minutes of Meeting

1. The meeting was called to order at 9:00 a.m. by Chairman Popoff. There were present:

Members:	Frank P. Popoff, Chairman	J. Roger Hirl
	Elwood P. Blanchard, Jr.	John W. Johnstone, Jr.
	J.A. "Fred" Brothers	Robert D. Kennedy
	Vincent A. Calarco	John E. Peppercorn
	Earnest W. Deavenport, Jr.	Robert A. Roland
	Ernest W. Drew	M. Whitson Sadler
	Earle H. Harbison, Jr.	J. Lawrence Wilson
	Peter R. Heinze	

Secretary: Charles W. Van Vlack
Treasurer: Gary C. Herrman
General Counsel: David F. Zoll

By Invitation:
*Charles A. Aldag, Sherex Chemical Company, Inc./CMA
R. M. Julie Archuleta, Occidental Chemical Corporation
Robert D. Bradford, Olin Corporation
Kenneth E. Davis, Rohm and Haas Company
J. Brian Ferguson, Eastman Chemical Company
Clyde H. Greenert, Union Carbide Corporation
E. Judy Lambeth, E.I. du Pont
Jon C. Holtzman, CMA
James D. McIntire, CMA
*S.A. "Tony" Mortimer, Union Carbide Corporation
Morton L. Mullins, CMA
Michael A. Pierle, Monsanto Company
William M. Stover, CMA
Gordon D. Strickland, CMA
Donald J. Verrico, E.I. du Pont de Nemours & Company
*Glenn R. Weckerlin, Chevron Chemical Company
Ben Woodhouse, The Dow Chemical Company

* Part time only

2. Minutes of Last Meeting. The minutes of the January 13, 1992, meeting were approved as distributed.

3. Proposed 1992/93 Budget, Fee and Assessment Schedule and Amendment to Definition of Chemical Sales. Mr. Deavenport presented the Finance Committee's recommendations for the Association's 1992/93 budget and fee schedule which had been approved by the committee the previous day and was recommended for Executive Committee

and Board approval. He highlighted key elements of the Finance Committee meeting and preliminary budget which included:

- o Addition errors necessitated changes in the 1991/92 projected results and the 1992/93 preliminary budget.

- o Presentations to the Finance Committee the previous day indicated the 1992/93 preliminary budget reflected a tightly managed process with total expenses virtually flat as compared to 1991/92 projected results.

- o Staff and committee priorities had been adjusted to live within the projected 3% decrease in member fees caused by the decrease in member company chemical sales.

Mr. Deavenport then recommended approval of the proposed 1992/93 expense budget of $34,295,200, with funding to be provided by the fee schedule unchanged from the current year, with a mandatory Responsible Care® public outreach assessment of .0131% of chemical sales and with the use of $367,200 of the reserves (as summarized on Exhibit A). Mr. Deavenport also recommended approval of the change in the definition of Chemical Sales (also set forth in Exhibit A) which would eliminate exclusion No. 5 relating to carbon, bone, and lamp black as suggested by CMA's Membership Committee. The proposed use of the reserves would still leave the Association with projected reserves of $7,096,600 which would keep them within the reserve guidelines at a level of 26.7% of general operating expenses.

The proposed budget (including the correction of the addition errors), fee schedule and assessment, use of reserves, and changes in the Definition of Chemical Sales (as summarized in Exhibit A) were approved and recommended for Board concurrence. It was noted that with the backlog of approved programs which are not currently funded, additional revenue probably will be necessary in the 1993/94 budget.

4. <u>Membership Committee.</u> Mr. Sadler reported that the Membership Committee had reviewed the qualifications of Tetra Technologies, Inc. and recommended their election to membership. The application was approved.

5. <u>Public Outreach Program.</u> Dr. Blanchard led a presentation on the public outreach program which included information on: activist attacks on Responsible Care®; activist and CMA "testing" of the 800 number; more promising results from the latest analysis of the advertising trend data; and plans for a CMA press conference announcing the results of the membership's pollution reduction efforts over the past four years. The Executive Committee requested that these topics be reviewed for the full Board in April and requested that the results of the CMA 800 member test be sent to the Executive Contact at each member company.

6. <u>Responsible Care® Product Stewardship Code.</u> Mr. Weckerlin presented the proposed product stewardship code and reviewed the process since January for soliciting final member company comments. He

reviewed specific changes that had been made, particularly in the areas relating to distribution and distributors. The Executive Committee approved and recommended for Board concurrence the code (Exhibit B) with the expectation that if the Board approved the code in April, it would be "issued" only when the implementation guide was completed (May/June).

7. Responsible Care® Program Status and Related Issues. Mr. Aldag reported on those companies and associations seeking Responsible Care® partner status and efforts underway to evaluate their applications. He indicated that at least one company had withdrawn its application and that it was expected that one or more applications might be brought forward for Executive Committee approval in April.

Mr. Aldag then presented some Responsible Care® "credibility" issues and preliminary concepts for discussion. There was extensive discussion of the competing needs to provide credible measurements of progress versus the need not to change the terms of the initiative with the membership, that being that each company is required only to make progress from year to year, and that the pace of improvement and the details of the self assessment process are left to each member company to determine. Issues raised and points made in the discussion included the: need for a credibility check and a schedule for implementation and measurement techniques; role of the ELGs in dialoguing with the membership on this issue; role of TQM in Responsible Care®; possibility of developing specific measurement devices for one or two codes; seek examples of existing hard data (like TRI reports) to verify performance improvement; discomfort with third party audits; and possible use of ISO 9000 certification. The Executive Committee requested that further refinement of these concepts be undertaken and that they be brought back to the Executive Committee and Board in April for further discussion.

Mr. Roland led a discussion on the relationship between Responsible Care® and CMA's traditional advocacy role, and the ongoing effort to maintain consistency across all the Association's programs.

8. MSDS Public Access Policy. Mr. Mortimer presented the proposed policy and program for MSDS public access through CMA's CHEMTREC Center. After an extensive discussion of the proposal and its ramifications, and the other options available and government mandates which might be developed, the Executive Committee approved bringing forward the proposed policy and program (Exhibit C) for Board consideration in April.

9. GATT Negotiations and Import Sensitive Product List. Mr. Walls provided a brief update on the status of the GATT negotiations and some potential difficulties involving the number of chemicals identified on the ISAC-3 list of import sensitive chemicals. The Executive Committee agreed that Mr. Roland should send a letter to the ISAC-3 requesting that it reexamine the list and the criteria used for including chemicals on the import sensitive list. The Executive Committee also agreed that CMA's support for the tariff harmonization

proposal was not necessarily contingent upon the acceptance of all the substances on the list as import sensitive.

10. Treasurer's Report. Mr. Herrman reported that the supplementary budget material provided at the meeting included year end projections which estimate a contribution to reserves of $263,200.

11. Committee Appointments. Mr. Van Vlack presented nominations to fill vacancies of several Association committees. These were approved as set forth in (Exhibit D).

12. President's Report. Mr. Mayhew presented a brief report on CMA member company TRI emission improvement numbers and Mr. Stover provided a preview of global climate change issues which will be presented in detail in April. Mr. Roland briefed the Executive Committee on a recent success regarding the RCRA "Mixtures and Derived from Rule" and the efforts planned in the months ahead to develop a new regulatory proposal. He thanked Dr. Blanchard and DuPont for volunteering a senior environmental staff person to work directly on this project.

13. Carrier Assessment Council. The Executive Committee endorsed a further solicitation of the membership to participate in the Carrier Assessment Council (Exhibit E) as presented by Mr. Strickland.

14. New Business. Mr. Hirl reported on the status of Clean Sites Inc. funding and encouraged companies to contribute commensurate with their corporate interests and relative size.

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The meeting was adjourned at 12:02 p.m.

Charles W. Van Vlack
Vice President-Secretary

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CHEMICAL MANUFACTURERS ASSOCIATION

SUMMARY OF RECOMMENDATIONS FOR CONSIDERATION
OF THE CMA FINANCE AND EXECUTIVE COMMITTEES
AS CONTAINED IN THE
PRELIMINARY BUDGET FOR THE FISCAL YEAR
BEGINNING JUNE 1, 1992

I. RECOMMENDATIONS ON FY 1992/93 PROPOSED BUDGET:

A. RECOMMENDED ACTION: Approval of an expense budget for the fiscal year beginning June 1, 1992 of $34,295,200.

COMMENTS: The recommendation includes $24,295,200 in expenses for CMA General Operations and an additional $10,000,000 in expenditures for the separately funded Responsible Care Public Outreach Program. Pages no. 2, 3 and 4 in this tab present summaries of the program adjustments and budget recommendations supporting the above indicated expenditure level.

B. RECOMMENDED ACTION: Approval of the schedule of membership fees as set forth below which is unchanged from the previous year. The Responsible Care Public Outreach Assessment is unchanged from .0131% to cover the cost of $10.0 million for this separately funded program.

Chemical Sales Calendar Year 1991 $Million	Membership Fee
Canadian Members	$ 7,500
Under 10.0	$ 7,500
10.0 - 25.0	$ 10,000
25.0 - 50.0	0.0371%*
50.0 - 100.0	0.0339%*
100.0 - 400.0	0.0309%*
Over - 400.0	0.0277%
Maximum Fee	$650,000

*Up to, but not more than the membership fee which would be obtained by multiplying the minimum amount of the next higher chemical sales bracket by the percentage factor applicable to the higher bracket and not less than $10,000.

In addition to the above fees, the Board of Directors has established a .0131% assessment to a maximum of $307,400 to be applied to reported sales in support of the Responsible Care Public Outreach Program.

ANALYSIS: As set forth in Tab #20 of this workbook, the fee schedule should result in dues of $21,700,000, revenue from the special assessment of $10,000,000 and, combined with other revenue, a FY 1992/93 budget that includes a modest $367,200 use of reserves. CMA's policy on reserves is that reserves should be maintained within a range of a floor of 25% and ceiling of 50% of the General Operations expense budget. The above fee schedule should maintain reserves by the end of FY 1992/93 at an estimated $7,096,600 which represents 26.7% of the General Operations budget.

C. RECOMMENDED ACTION: Approval of the change to the Definition of Chemical Sales as recommended by CMA's Membership Committee. The recommendation is to eliminate exclusion #5 relating to Carbon, Bone and Lamp Black. Specifics are set forth in Tab #20 of this workbook.

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VEX

CHEMICAL MANUFACTURERS ASSOCIATION
PRELIMINARY BUDGET - SUMMARY BY DEPARTMENT AND PROGRAM
FY 90/91 Actual, FY 91/92 Budget and Projected Results,
Preliminary FY 92/93 Budget

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CMA ADVOCACY PROGRAMS	FY 90/91 Audited Results	Approved FY 91/92 Budget	Projected FY 91/92 Results	Preliminary FY 92/93 Budget
REGULATORY AFFAIRS DEPARTMENT:				
Clean Air Programs - TAB #2, pg. 7	$ 491,100	$ 1,180,200	$ 1,109,500	$ 653,600
Surface Water - TAB #2, pg. 8	279,100	294,000	333,000	346,600
Groundwater (Including SDWA) - TAB #2, pg. 9	50,700	55,100	19,400	21,000
Hazardous Waste Management (RCRA) - TAB #2, pg. 10	395,900	455,300	357,700	412,600
Hazardous Waste Cleanup (Superfund) - TAB #2, pg. 11	230,000	188,800	254,300	309,700
Pollution Prevention Program - TAB #2, pg. 12	411,900	320,500	308,800	485,500
Risk Assessment, Risk Management - TAB #3, pg. 16	666,100	640,800	906,400	793,800
Product Stewardship and TSCA - TAB #3, pg. 17	626,400	727,500	471,700	621,900
Public and Occupational Health - TAB #3, pg. 18	260,800	344,100	424,600	570,200
Epidemiology Resource & Information Center (ERIC)TAB #3	155,200	67,500	70,000	N/A
Public and Occupational Safety - TAB #4, pg. 22	137,800	155,800	234,100	215,200
Community Awareness & Emergency Response (CAER) TAB #4	250,000	276,700	197,600	164,600
Engineering & Operations - TAB #4, pg.24	252,800	295,100	276,200	338,700
Distribution Safety, Economics & Emergency Response TAB #5, pg.27	530,500	521,500	587,300	979,200
Interindustry Rail Safety - TAB #5, pg.28	192,200	250,000	203,000	N/A
DEPARTMENT TOTAL:	$ 5,150,500	$ 5,772,900	$ 5,753,600	$ 5,862,600
FEDERAL GOVERNMENT RELATIONS DEPARTMENT:				
International Trade - TAB #6, pg. 32	$ 322,700	$ 296,600	$ 251,300	$ 253,800
Taxation - TAB #6, pg. 33	262,700	266,900	236,800	261,300
Energy & Petrochemical Feedstocks - TAB #6, pg. 34	283,900	191,000	128,000	126,100
International Affairs - TAB #6, pg. 35	326,600	326,900	349,200	342,100
Economic Advocacy & Analysis - TAB #6, pg. 36	391,900	351,500	457,300	455,400
Federal Legislative Advocacy & Coalitioning-TAB #7	1,902,900	1,893,200	1,798,900	1,825,300
Grassroots Program - TAB #8, pg. 42	291,200	683,900	489,900	595,100
Political Activities Program TAB #8, pg.43	N/A	4,300	58,900	102,000
DEPARTMENT TOTAL:	$ 3,781,800	$ 4,013,300	$ 3,770,300	$ 3,961,100
STATE AFFAIRS DEPARTMENT: - TAB #9				
State Legislative & Regulatory Advocacy	$ 884,100	$ 955,500	$ 1,118,300	$ 1,134,700
Federation of State Chemical Associations	1,311,800	1,474,200	1,279,400	1,217,800
State Initiatives Program	TAB #9	TAB #9	TAB #9	TAB #9
No on 128 California Contribution	200,000	-0-	-0-	-0-
DEPARTMENTAL TOTAL:	$ 2,395,900	$ 2,429,700	$ 2,397,700	$ 2,352,500
OFFICE OF GENERAL COUNSEL: - TAB #10				
Staff and Related Legal Services	$ 1,880,900	$ 2,073,500	$ 2,104,500	$ 2,233,700
Third-Party Subpoena Response & Defendant Litigation	376,200	325,000	325,000	225,000
Outside Purchased Services	1,212,800	1,415,500	1,415,200	1,260,500
Intellectual Property	37,300	40,700	-0-	-0-
Insurance Amicus Brief Program	TAB #10	TAB #10	TAB #10	TAB #10
CMA Tort Litigation Group	TAB #10	TAB #10	TAB #10	TAB #10
General Amicus Program				
DEPARTMENT TOTAL:	$ 3,507,200	$ 3,854,700	$ 3,844,700	$ 3,719,200
COMMUNICATIONS DEPARTMENT (ADVOCACY):				
Media Communications - TAB #11	$ 1,531,700	$ 1,475,800	$ 1,454,000	$ 1,228,700
Targeted Issue & Member Communication - TAB #14	1,137,000	-0-	-0-	-0-
DEPARTMENTAL SUBTOTAL:	$ 2,668,700	$ 1,475,800	$ 1,454,000	$ 1,228,700
CMA TRADITIONAL ADVOCACY EMPHASIS PROGRAMS-SUMMARY	$17,504,100	$17,546,400	$17,220,300	$17,124,100
OUTREACH & SERVICE PROGRAMS:				
COMMUNICATIONS DEPARTMENT (OUTREACH & SERVICES):				
Responsible Care Program - TAB #12	$ 977,900	$ 1,029,200	$ 1,027,700	$ 983,400
Responsible Care Public Outreach Program - TAB #13	1,630,700	10,000,000	9,950,100	10,000,000
Targeted Issue & Member Communication - TAB #14	-0-	1,203,700	1,260,600	1,373,500
DEPARTMENT TOTAL:	$ 2,608,600	$12,232,900	$12,238,400	$12,356,900
TECHNICAL SERVICES DEPARTMENT:				
CHEMTREC/CHEMNET Administration - TAB #15	$ 1,785,400	$ 2,475,400	$ 2,182,800	$ 2,100,100
Chemical Referral Center (CRC) - TAB #15, pg. 78	252,600	344,800	352,300	407,100
CHEMTREC Registration Fees - TAB #15	(1,244,100)	(2,500,000)	(2,300,000)	(2,300,000)
CHEMSTAR Division - TAB #16	(30,900)	-0-	(30,000)	-0-
CHEMSTAR Panels	TAB #17	TAB #17	TAB #17	TAB #17
CHEMSTAR Business Councils	TAB #18	TAB #18	TAB #18	TAB #18
DEPARTMENT TOTAL (Net of Revenue):	$ 763,000	$ 320,200	$ 205,100	$ 207,200
UNALLOCATED MANAGEMENT AND SUPPORT: - TAB #19				
Executive Coordination and Support	$ 1,537,800	$ 1,412,200	$ 1,569,500	$ 1,666,300
Meetings and Conventions	333,400	313,600	340,600	367,300
Accounting and Finance	689,400	700,600	743,600	811,000
Business Services	316,300	359,900	359,100	384,700
Computer and Information Services	786,200	920,500	900,400	960,300
Printing and Distribution	351,600	425,700	420,300	437,400
UNALLOCATED SUPPORT TOTAL:	$ 4,014,700	$ 4,132,500	$ 4,333,500	$ 4,607,000
CMA OUTREACH & SERVICE PROGRAMS-SUMMARY	$ 7,386,300	$16,685,600	$16,777,000	$17,171,100
TOTAL EXPENSES:	$24,890,400	$34,232,000	$33,997,300	$34,295,200
REVENUE:				
Membership Fees - TAB #20	$22,179,600	$22,105,000	$22,316,000	$21,700,000
Responsible Care Public Outreach Assessment-TAB #20	1,630,700	10,000,000	9,950,100	10,000,000
Investment Revenue	1,788,800	1,728,000	1,570,700	1,700,000
Responsible Care Partnership Revenue	-0-	-0-	9,000	15,000
Annual & Semiannual Meetings (Net of Expenses)	188,900	170,600	157,300	219,300
Direct Program Revenue	287,400	227,000	246,900	292,600
Revenue from Special Projects	30,400	-0-	9,400	-0-
All Other	10,400	1,400	1,100	1,100
TOTAL GENERAL REVENUE:	$26,116,200	$34,232,000	$34,260,500	$33,928,000
CONTRIBUTION TO (Use of) RESERVES	$ 1,225,800	$ -0-	$ 263,200	$ (367,200)
AUTHORIZED PERSONNEL	212	223	223	223
ASSOCIATION RESERVES END OF YEAR:				
General Operations	$ 7,200,600	$ N/A	$ 7,463,800	$ 7,096,600
Public Outreach	2,533,200	$ N/A	$ 2,783,100	$ 2,783,100

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Chemical Manufacturers Association

MEMBERSHIP FEE CLASSIFICATION

(Chemical Sales Basis)

Fiscal Year Beginning June 1, 1992

The following schedule of fees was established by the Board of Directors as provided under the CMA By-laws Article IV, Section 2.

Chemical Sales Calendar year 1991 $Million		Membership Fee
Canadian Members		$ 7,500
Under-	10.0	$ 7,500
10.0-	25.0	$ 10,000
25.0-	50.0	0.0371%*
50.0-	100.0	0.0339%*
100.0-	400.0	0.0309%*
Over-	400.0	0.0277%
Maximum Fee		$650,000

* Up to but not more than the membership fee which would be obtained by multiplying the minimum amount of the next higher chemical sales bracket by the percentage factor applicable to the higher bracket and not less than $10,000.

In addition to the above fees, the Board of Directors has established a mandatory .0131% assessment to a maximum of $307,400 to be applied to reported sales in support of the Responsible Care Public Outreach Program.

Chemical Manufacturers Association, Inc.

DEFINITION OF "CHEMICAL SALES"

As revised September 13, 1988, and approved by the Board of Directors, pursuant to Section 2 of Article IV of CMA Bylaws. For use by each member firm in determining and reporting calendar year "chemical sales" dollar volume to the Treasurer for the sole purpose of membership fee computation.

A. DUES BASIS

Dues shall be based on the sales of "Chemical Products", including domestic and export sales of products manufactured ir North America. Sales of products manufactured outside the United States, its territories or possessions, are excluded Interdepartmental or intracompany transfers shall not be considered sales except that transfers outside the specific partnership, joint venture, corporation, division, or other unit of a corporation as approved for memberhip shall be considered a sale tc others and shall be valued at comparable "Market Value."

B. DEFINITION OF CHEMICALS SALES

Dues shall be assessed on sales using a three-tiered structure, in accordance with three different categories of chemical products, and dues levels. Dues shall be paid on 100% of Sales of Category I Chemical Products as described in paragraph (1) below; on 50% of Sales of Category II Chemical Products as described in paragraph (2) below; and 15% of Sales of Category III Chemical Products as described in paragraph (3) below.

(1) Category I Definition

Category I Chemical Products shall include all products of chemical manufacturing operations, except those described below in Categories II and III. Examples are petrochemicals including aliphatic, cycloaliphatic and aromatic hydrocarbons and their derivatives such as alcohols, ketones, amines, ethers, aldehydes, esters, nitrites, amides and halides; organic and inorganic industrial chemicals such as acids, anhydrides, salts, caustics, sulfates, nitrates and halogens; organometallic compounds (such as tetraethyl lead) and polymers in unfinished form including plastics and elastomers such as polyolefins, polyvinyl chloride, polyacrylic, polyurethane, polyacetals, cellulosic polymers and styrene/butadiene rubber.

(2) Category II Definition

Category II Chemical Products shall include products whose manufacture involves a substantial operation not involving chemical synthesis such as fabricating, blending, formulating or extracting, especially when such operations raise significant environmental or health issues. This group is **not** intended to include sales of final consumer retail goods, which are defined below as Category III products. Hence, the following examples pertain to industrial sales or sales of products in semifinished form, rather than retail sales.

a. Paints, Varnishes, Lacquers.

b. Inks, Polishes, Synthetic Waxes.

c. Crop Protection Chemicals, except genetically-engineered products.

d. Mixed Synthetic Fertilizers. (Individual components such as urea, ammonium and sodium nitrate and sulfate are considered Category I products. Blends of these individual components are considered Category II products.)

e. Formulated Detergents.

f. Molded or Extruded Synthetic Products. Examples: Bristles, combs, brushes, containers, and similarly fabricated plastic products; mechanical rubber goods; films formed by extrusion of materials such as saran, polyvinyl chloride, polyethylene and polypropylene.

g. Chemicals extracted without chemical synthesis from natural sources such as coal and wood products. Examples: Creosote, turpentine, rosin, pine oil.

h. Textile Fibers and Fabrics. Examples: Nylon, polyester, acrylic, cellulose acetate (including staple, yarn and tow) and knitted, woven felted and coated fabrics and floor covering.

i. Synthetic Rubber Products. Examples: V-belts and conveyor belts.

(3) Category III Definition

Category III Chemical Products are those which meet the description of Category II Products set forth above, but which, in addition, are sold by CMA members in the same form as sold to ultimate consumers **and** include in their margins, a large marketing, advertising, or retail distribution component. Examples include branded formulated detergents, tires, household paint, and pesticides sold to the final consumer.

C. EXCLUSIONS

For the guidance of CMA members, several products which are not considered Chemical Products subject to fee are as follows:

1. Resale Products (chemicals purchased for resale and sold as such.)

2. Direct Products of Mining Operations. Examples: Phosphate rock, fluorspar, barytes, ilmenite, coal, salt, borax, potash, natural salts, and limestone. However, chemical products, such as titanium dioxide and barium carbonate, resulting from the chemical processing of mining products, are meant to be covered as Category I Products.

3. Structural Metals and Their Alloys. Examples: Aluminum, chromium, columbium, copper, hafnium, iron and steel, lead, magnesium, manganese, nickel, tantalum, titanium, vanadium, zinc, zirconium, and all fabricated metal products.

4. Animal or Vegetable Products. Examples: Oil, fats, tallow, grease, animal glue, gelatine, glycerine, vitamins from natural sources, natural rubber products. (Synthetic fatty acids, synthetic detergents, synthetic rubber and synthetic glycerine, are considered to be Category I Chemical Products, however, and are not in the excluded group.)

~~5. Carbon, Bone and Lamp Black. Examples: Electrodes, activated carbon~~

6. Natural Fertilizers.

7. Refinery products from lube oil base stocks. Examples: Lubricating oils, greases, waxes, asphalt.

8. Fuels. Examples: Coke, diesel oils, gasoline. (However, fuel additives prepared by chemical synthesis such as tetraethyl lead and MTBE are Category I products.)

9. Gases derived from air, except to the extent sold for use in the chemical industry. Examples: Helium, argon, neon, oxygen and nitrogen. (All gases produced through chemical processes are considered Category I products. Example: chlorine gas.)

10. Equipment and Devices, including:

    a. Physical Facilities. Examples: Coke ovens, gas producers, electrolytic cells, sulfuric acid plants, cutting and welding equipment, tractors, mowers, sprayers, pumps.

    b. Devices. Examples: Fuses, blasting accessories; signals, jet perforators; ammunition, powder cartridges; cameras; photographic accessories, including light-sensitized film and paper; instruments; welding rods; batteries.

11. Pharmaceuticals (including over-the-counter drugs), cosmetics, personal health care products and food additives.

12. Wood Products. Examples: Wood pulp for paper and rayon manufacture.

13. Tar, Asphalt and Pitch.

14. Products of genetic engineering. Examples: Recombinant DNA, monoclonal antibodies, interferon.

15. Ceramics, including powders and formed or molded components.