

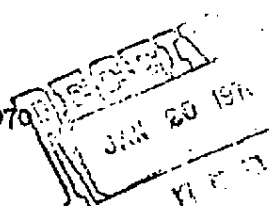
MANUFACTURING CHEMISTS ASSOCIATION

1825 CONNECTICUT AVENUE, N. W. WASHINGTON, D. C. 20009 (202) 483-6100

JAMES R. CARNES
SECRETARY-TREASURER

APCI - 12 FLEM

January 16, 1970



Mr. R. E. Bland
Senior Vice President
Houdry Process and Chemical Company
Division of Air Products and Chemicals, Inc.
1339 Chestnut Street
Philadelphia, Pennsylvania 19107

Dear Mr. Bland:

Membership Fee Classification for Fiscal 1970-71

Section 2 of Article IV of the Association's By-Laws provides that after June 1 of each year each member shall pay an annual membership fee as determined by the Board of Directors within such maximum and minimum limits as it shall prescribe and based upon the actual or estimated total chemical sales of the member for the preceding calendar year.

In accordance with the foregoing, each Executive Contact is requested to indicate on the enclosed form the classification in which his company's chemical sales fell during calendar 1969. The term "chemical sales" should be interpreted in accordance with the enclosed definition. All information supplied will be held confidential and will be utilized only for the purpose of computing membership fees for the fiscal year beginning June 1, 1970. Will you kindly fill out one copy of the yellow form and return it to me in the enclosed self-addressed, stamped envelope, retaining the other copy for your file. If the nature of your operations precludes the furnishing of chemical sales data, please indicate this on the form or by separate letter.

Your prompt cooperation in furnishing the requested data, by February 9, if possible, will assist us materially in drafting the new budget and arranging its method of financing. Copy of the proposed budget for fiscal 1970-71 will be forwarded to you about the middle of May for consideration in advance of the 98th Annual Meeting, which will be held at White Sulphur Springs, West Virginia, on June 4, 1970. Formal action on both budget and membership fees will be taken at that meeting, and invoices will be mailed shortly thereafter.

Sincerely yours,

J. R. Carnes

Enclosures

MRS BONHER
ADMIN ASST

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DEFINITION OF "CHEMICAL SALES"*

Approved by the Board of Directors pursuant to Section 2, Article IV, of the By-Laws. This definition is to be utilized by member firms in establishing their "chemical sales" totals for calendar 1969 operations, such totals to be then forwarded to the MCA Secretary-Treasurer on a confidential basis for computation of membership fees for the fiscal year beginning June 1, 1970.

The term "chemical sales" includes all chemicals and chemical products sold to others, with the exception of the products listed below:

1. Interdepartmental (Intracompany) Transfers.
2. Resale Products (chemicals purchased for resale as such).
3. Products of Mining Operations. Examples: Phosphate rock, fluorspar, barytes, ilmenite, coal, salt, borax, potash, natural salts, and limestone.
4. Primary Metals. Examples: Aluminum, cadmium, copper, iron and steel, lead, magnesium, nickel, and zinc. Other metals, including calcium, chromium, columbium, lithium, manganese, sodium, tantalum, titanium, vanadium, zirconium, and ferroalloys, are considered to be chemicals and are not in the excluded group.
5. Food Products. Examples: Natural extracts, vitamins from natural sources, vegetable oils and fats.
6. Animal Products. Examples: Oil, fats, tallow, grease, animal glue, gelatine, soap, glycerine. (Fatty acids, synthetic detergents, and synthetic glycerine are considered to be chemicals and are not in the excluded group.)
7. Carbon, Bone, and Lamp Black. Examples: Electrodes, activated carbon, and carbon papers.
8. Rubber Products. (Synthetic rubber sold as such is considered to be a chemical and is not in the excluded group.)
9. Products of Mixing, Mechanical Forming, or Coating Operations.
 - a. Paints, Varnish, Lacquers.
 - b. Inks, Polishes, Waxes

*The term "chemical sales" includes both domestic and export sales. Sales of products manufactured outside the United States, its territories, or possessions should be excluded.

Definition revised January 10, 1967.

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- c. Mixed Fertilizers. (Synthetic components such as urea, ammonium and sodium nitrates and sulfates are considered to be chemicals and are not in the excluded group.)
- d. Mixed Pesticides. (Manufactured or synthetic components are considered to be chemicals and are not in the excluded group.)
- e. Coated Fabrics and Floor Covering.
- f. Formulated Detergents. (Manufactured or synthetic components are considered to be chemicals and are not in the excluded group.)
- g. Molded or Extruded Products. Examples: Bristles, combs, brushes, containers, and similarly fabricated plastic products; mechanical rubber goods; films formed by extrusion such as saran, polyvinyl chloride, polyethylene and polypropylene. (Cellophane formed by chemical reaction and synthetic resins and plastic materials in unfinished form such as liquids, molding powders, flake, sheets, rods, and tubes, are considered to be chemicals and are not in the excluded group.)

10. Products of Separating or Refining Operations.

- a. Petroleum Products. Examples: Lubricating oils, gases, greases, waxes.
- b. Fuels. Examples: Coke, diesel oils, gasoline.
- c. Tar, Asphalt, Pitch, Creosote. Examples: Roofing, paving, wood preserving products.
- d. Naval Stores. Examples: Turpentine, rosin, pine oil.
- e. Wood Products. Examples: Wood pulp for paper and rayon manufacture.
- f. Industrial Gases. Examples: Helium, argon, neon, oxygen, and nitrogen. (When sold for use in chemical processing, these products are considered to be chemicals and are not in the excluded group.)

11. Equipment and Devices.

- a. Physical Facilities. Examples: Coke ovens, gas producers, electrolytic cells, sulfuric acid plants, cutting and welding equipment, tractors, mowers, sprayers, pumps.
- b. Devices. Examples: Fusees; blasting accessories; signals; jet perforators; ammunition, powder cartridges; cameras; photographic accessories, including light-sensitized film and paper; instruments; welding rods; batteries.

12. Textile Fibers and Fabrics. Examples: Rayon, "Dynel," saran, nylon, "Dacron," "Orlon," "Acrilan," "Creslan," "Fortrel," "Kodel," "Zefran," cellulose acetate, glass, and asbestos, including staple, yarn, tow, and knitted, woven, and felted fabrics.

Please return in enclosed envelope to: James R. Carnes, Secretary-Treasurer
Manufacturing Chemists' Association, Inc.
1825 Connecticut Avenue, Northwest
Washington, D. C. 20009

CONFIDENTIAL

1969 CHEMICAL SALES CLASSIFICATION OF MEMBER COMPANIES
(to be determined, according to Section 2 of Article IV of the
By-Laws, in conjunction with the attached definition, for use as a
basis for membership fees for the fiscal year beginning June 1, 1970.)

In accordance with the current definition of "chemical sales," such sales for
this company for the calendar year 1969 are indicated below. Please check appropriate
classification for amounts less than \$25 million; for greater amounts, list dollar sales
figures.

1969 CHEMICAL SALES

Under \$1.0 Million	_____
\$1.0 - \$2.5 Million	_____
\$2.5 - \$5.0 Million	_____
\$5.0 - \$7.5 Million	_____
\$7.5 - \$10.0 Million	_____
\$10.0 - \$15.0 Million	_____
\$15.0 - \$25.0 Million	_____
\$25.0 - \$50.0 Million	_____ ^{\$69M} (specify amount)
\$50.0 - \$75.0 Million	_____ (specify amount)
\$75.0 - \$100.0 Million	_____ (specify amount)
\$100.0 - \$400.0 Million	_____ (specify amount)
Over \$400.0 Million	_____ (specify amount)

NAME OF COMPANY APCI

SIGNED RE Blank phoned MCA DATE 3/23/70

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