



Industrial Fiberglass Specialties, Inc.

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FRP Pipe and Fittings End User List

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TO: All Industrial Fiberglass Representatives

Many times in working with new customers it is helpful to be able to refer them to previous "end user" customers of Industrial Fiberglass. This provides confidence that their project will be provided by an experienced, knowledgeable supplier that knows what they are doing when it comes to filament wound fiberglass pipe and fittings.

The following is a **partial** list of past customers for Industrial Fiberglass filament wound fiberglass pipe and fittings. We can provide specific current contacts and telephone numbers upon request. We believe that it is important your customers require similar documentation from all potential suppliers. This can help "smoke-out" those that are long on fast talking and literature, and short on experience.

It is also important that the potential customer require certification that such lists include only those customers where the supplier actually manufactured the filament wound pipe and fittings. You will find that some of your more aggressive competition will be "brokers", that shop for the lowest cost source. Your customer needs to know who will be building the product they will be receiving. Plant visits, before placing orders, will help your customer determine who are the really qualified fabricators. The "Red Carpet" is always out for your customers at Industrial Fiberglass' plants.

E. I. Du Pont, numerous locations - including Corpus Christi, TX; De Lisle, MS; New Johnsville, TN; Deepwater, NJ, etc. (**Vinylester Piping = \$3,500,000+**)

Dow Chemical, numerous locations - including Freeport, Texas; Walnut Creek, CA; Magnolia, AR, etc. (**Vinylester Piping = \$800,000+**)

Smith Fiberglass Products, Inc., Little Rock, AR.

Shell Chemical, numerous locations - including Bakersfield, CA; Norco, LA; Deer Park, TX; Geismar, LA, etc. (**Vinylester Piping = \$1,400,000+**)

Kerr-McKee, (Parsons Engineering), Trona, CA.

Florida Electric Power, (Cleveland Consolidated), Homosassa, FL.

Mobay Chemical Corp., Baytown, TX

Champlin Petroleum, Wilmington, CA

Rhone Poulenc, (Davy-McKee), Freeport, TX.

BASF, numerous locations - including NY & WV. (**Vinylester Piping = \$200,000+**)

Baker Filtration, Saudia Arabia

Ciba Geigy, New Jersey (**Vinylester Piping = \$250,000+**)

Duke Power, Newport, SC; Gaffney, SC (Nuclear Power Plants)

TVA, Soddy Daisy, TN

IBM, Owego, NY

Fort Howard Paper Co., Green Bay, WI

Chevron, El Segundo, CA

Ford Motor Company, Lima, OH

Plus hundreds of other very satisfied customers of Industrial Fiberglass' Filament Wound Pipe, Fittings, and FRP "Specialties".