



Industrial Fiberglass Specialties, Inc.

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Furan 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 Specialties. 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 Specialties 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. (**Furan Piping = \$700,000+**).

Rohm & Haas, New Jersey (**Furan Piping - Bristol, PA**).

Eli Lilly, Clinton, IN (**Furan Duct & Piping, 6" through 120" diameter = \$4,200,000+**).

Shell Chemical, numerous locations - including Bakersfield, CA; Norco, LA; Deer Park, TX; Geismar, LA; etc. (**Furan Piping = \$47,000+**).

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

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

Mobay Chemical Corp., Baytown, TX.

Litwin Construction (**Furan Piping = \$194,000**).

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

BASF, numerous locations - including New York and West Virginia. (**High Temperature Vinylester & Furan Equipment**).

Baxter Laboratories (**Furan Duct - Puerto Rico**).

Beecham Laboratories, New Jersey (**Furan Piping - Piscataway, NJ**).

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

Pfizer Pharmaceutical, Groton, CT (**Furan Piping = \$352,000**).

Pfizer Pharmaceutical, Barceloneta, PR (**Furan Piping = \$100,000+**).

Abbott Laboratories, Puerto Rico (**Furan Piping = \$70,000**).

Squibb (United Engineers) (**Furan Piping - Pennsylvania**).

Merck (**Furan Piping - Georgia**).

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