





NEW BUSINESS BY PRODUCT LINE (IN MILLIONS)

	1999	Customers	Applications	Market Position
 <p>FLAT BOTTOM TANKS</p>	\$ 212	Petroleum, petrochemical, chemical, food and beverage industries; terminal operators; municipal water facilities	Storage of crude oil, refined products, water, petroleum feedstocks, foodstuffs; turnkey terminal facilities	Global market leader with more than 30,000 tanks built worldwide
 <p>LOW TEMPERATURE/ CRYOGENIC TANKS & SYSTEMS</p>	\$ 184	Petroleum, chemical, petrochemical, natural gas, power generation and agricultural industries; import and export terminal operators	Storage and handling of LPG, LNG, anhydrous ammonia and other refrigerated gases; complete turnkey systems	Single-source supplier for turnkey systems worldwide; significant growth expected in LNG facilities
 <p>REPAIRS & MODIFICATIONS</p>	\$ 94	Petroleum, petrochemical and chemical industries; terminal operators	Repair, maintenance and modification of flat bottom tanks and pressure vessels	A leader in the U.S. through customer partnership programs; growth opportunities outside the U.S.
 <p>SPECIALTY & OTHER STRUCTURES</p>	\$ 77	Industrial, aerospace, utility and government customers	Aerospace and scientific research and test facilities; power generation plants; wastewater treatment	Acknowledged technical expertise worldwide in all types of steel plate structures
 <p>PRESSURE VESSELS</p>	\$ 52	Petroleum, petrochemical and chemical industries; steelmakers; pulp and paper manufacturers	Storage of volatile liquids and gases; process reactor vessels	Global leader in storage spheres and large field-erected process vessels
 <p>ELEVATED TANKS</p>	\$ 52	Municipalities and private industry	Water storage	One of the top suppliers in North America; growth expected with innovative new designs
 <p>TURNAROUNDS</p>	\$ 45	Petroleum, petrochemical and chemical industries	Planned or emergency shutdowns for repair and maintenance of process equipment	Partnering alliances with several major refiners; acknowledged expertise with innovative construction equipment
<p>\$ 716 TOTAL (IN MILLIONS)</p>				