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**FLUOROCHEMICAL USE, DISTRIBUTION  
AND RELEASE OVERVIEW**

8EHQ-80-373

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Prepared by  
3M Company  
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## II. Situation Analysis

### A. Home Furnishings, Home Fashions, Automotive

#### Business Definition

**Home Furnishings** – This segment is comprised of OEM customers (textiles mills and commission finishers) sharing a common need for protective treatments which impart soil and stain resistance and/or cleanability properties to upholstery fabric and other textile substrates used primarily in residential furniture. 3M protective chemicals are sold direct to the customer.

**Home Fashions** – This segment is comprised of OEM customers (primarily textile mills) sharing a common need for protective treatments which impart soil and stain resistance or stain release to fabrics used in home décor items such as window treatments, fabric wallcoverings, decorative pillows, slipcovers, bedspreads and comforters, mattress pads, shower curtains, and table linens. Some of these items can be laundered; others require professional cleaning.

Specification by US manufacturing companies drives OUS sales in this category.

**Automotive** – This market is comprised of OEM customers (textile and carpet mills) who provide protective treatments on upholstery fabrics, carpet and other textiles (headliners) used in automobile, truck, and van interiors.

**Apparel and Leather  
Fluorochemical Use, Distribution, and Release Overview  
Major Markets and End Uses**

| Product Line | Estimated Volume |            | Market   | End Use  | Typical Substrate  |
|--------------|------------------|------------|--|--|--|
|              | lbs              | % of Total |  |  |  |
|              |                  |            | outerwear<br>activewear<br>dress clothing<br>uniforms<br>technical textiles<br>other | raincoats<br>skiwear, golfwear<br>suits, slacks<br>jackets, slacks<br>awnings, boat covers,<br>protective clothing<br>tents, backpacks, etc. | poly / cotton<br>polyester, nylon<br>wool, poly/wool<br>wool, poly/wool<br>acrylics, poly/cottons,<br>other<br>nylon, polyester, other |
|              |                  |            | uniforms<br>workwear<br>casual clothing<br>dress clothing                            | shirts, pants, jackets<br>shirts, pants<br>shirts, pants<br>shirts   | cotton, poly/cotton<br>cotton, poly/cotton<br>cotton, poly/cotton<br>cotton, poly/cotton   |
|              |                  |            | footwear<br>garment<br>accessories<br>upholstery                                     | shoes, boots<br>leather jackets,<br>gloves, handbags, etc.<br>chairs, sofas, etc.  | pigskin, bovine<br>pigskin, bovine, sheep, goat<br>bovine, deer sheep  |
|              |                  |            | textile & leather<br>care<br>dry cleaners<br>fatliquor supplies                      | aerosols, shoe creams,<br>polishes<br>rainwear/outerwear<br>waterproof leather   |  |