PLAINTIFF'S EXHIBIT
Union Carbide 207

UNION CARBIDE INTERNAL CORRESPONDENCE

CHEMICALS AND PLASTICS • [illegible] WEST VIRGINIA 25303

To (Name), Division, Location: Mr. R. W. Lasher, Jennat Corporation, Torrance, Calif. 90503

Date: August 1, 1972

Subject: Research and Development

Copy to: Mr. F. G. Bertics, NYO
Mr. J. C. Flanders, NYO
Dr. D. H. Klipstein, NYO
Dr. A. L. Mantz, 511
Dr. C. W. McGary, 511
Dr. W. P. Miller, 511
Mr. P. C. Payne, Jennat-Alsip

Subject: UCAR 368 Latex Stains - Proposed TI Bulletin

Dear Dick:

I have reviewed the proposed TI bulletin for UCAR 368 in latex stains. The only comments that I have are on the semi-transparent stain base shown on page 3 of the bulletin.

Both Glidden and NL Industries (East Coast) have objected to the use of asbestos because of health hazards. Is there anothers extender that you have evaluated that can be substitued for asbestos? Asbestos contributes to flatting, but so does Celite 281, Cab-O-Sil M-5, Zeothix 95, Santocels, and Syloids. All of these extenders are silica types and should be more exceptable than asbestos. We are in the process of evaluating most of these extenders in semi-transparent stains.

NL Industries (East Coast) also objected to PVO-44-O and preferred an alkyd resin. However, PVO-44-O may be exceptable to West Coast paint companies. Alkyd modification of UCAR 368 in stains is under investigation at South Charleston.

Only 15 pounds of zinc oxide will not be enough to protect the stain from attack by mildew. You may want to include additional protection by adding 5 to 10 pounds of Dowicil S-13 or Nopcocide N-96.

Good luck on your promotion of UCAR 368 latex stains on the West Coast.

Very truly yours,

George W. Buttrick

GWB:pw

A23514

TRADE PAINT INTERMEDIATES

PROJECT PROFILE

LATEX STAINS

Objective: To develop technology necessary to gain _____% of the exterior stain market.

Situation: Factory shipments of stains were believed to be 4.6 million gallons in 1970 and are expected to increase to 5.7 million gallons in 1975. Latex usage in this application was about 7.5 million dry pounds in 1971. On the West Coast, Rhoplex AC-34 and AC-35 type acrylics are used by Kelly-Moore, Paint and Coatings, Universal Paint, and NL Industries. It is estimated that 3-5 million pounds per year of latex are used in stains on the West Coast. The majors such as Glidden and Sherwin-Williams have recently formulated a line of exterior stains based on Rhoplex AC-388. Glidden has expressed interest in a lower cost vehicle for exterior stains.

The UCC latex stain program was initiated at the West Coast Jennat plant, primarily because of the popularity of stains in that geographical area. An aggressive, accelerated testing program by Jennat West has shown that a vinyl acrylic such as UCAR 365 out performas acrylics such as Rhoplex AC-34 and AC-35 in this application. This has led to the development of a 4MM pound potential for UCAR 365. Kelly-Moore recently started purchasing UCAR 365 for stains under the designation UCAR 368.

Approach: The utility of UCAR 368 and West Coast stain formulations for other geographical areas will be determined. All UCC paint latexes including VACA will be evaluated in stain applications together with commercial stains to determine the best UCC latex candidate(s). Latex stain formulations will be introduced to selected customers. Every effort should be made to establish joint testing programs.

Program:

	Assigned to	Target
1. Determine stain technology base within UCC	GWB	May, 1972
2. Define stain requirements		Sept., 1972
Data from West Coast	GWB	
Calls on manufacturers of stains	DHK, GWB	
Evaluation of commercial stains	GWB	
3. Determine best UCC latex candidate(s) for stains	GWB	Oct., 1972

A23515

		Assigned to	Target
4.	Develop stain formulations for UCC latexes	GWB	Dec., 1972
5.	Put together stain kit for sales demonstrations	GWB	Jan., 1973
6.	Select customers for presentations	All	Feb., 1973
7.	Begin sales development program	FGB	March, 1973

A23516

REPORT OF CALL

CC for
T. P. Norris
J. W. Rawlings
KC-File
NF-File

UNION CARBIDE CORPORATION

P.O. Box 579 Niagara Falls, N.Y. 14302

HARRISONS & CROSFIELD (PACIFIC) INC. SALES REPORT

SEATTLE ☐ SAN MARINO ☐ EMERYVILLE ☒ MINNEAPOLIS ☐

CUSTOMER • Chevron Chemical Co.

DATE OF CALL • November 29, 1971

ADDRESS • 940 Hensley St.
Richmond, Ca. 94804

DATE OF LAST CALL •

DATE TO FOLLOW UP •

EXTRA COPIES FOR • JEVB: SM: UCC:

INTERVIEWED • Mr. T. H. Liddicoet, Super. Pesticide Research

PRODUCTS	REMARKS
CALIDRIA ASBESTOS RG 244	Chevron Chemical Company is at present using Cabosil M-5 in a special pesticide application at several of their plants across the country. Through Mr. Jim Dunham, in Chevron's San Francisco Purchasing Department, a request was sent to Tom Liddicoet asking that RG 244 be tested as a replacement for Cabosil. There have been changes in lab personnel at Chevron and some delay in getting this work started; however, on this call Tom reported that their initial tests on RG 244 were satisfactory. Their final testing should be completed in one month. A call will be made this week on Chevron Purchasing and a follow up call made on their Richmond laboratory at the proper time. Tom Fletcher

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