PLAINTIFF'S EXHIBIT
Union Carbide 345

J. E. Lenahan
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KC-File
NF-File

Calidria asbestos

UNION CARBIDE CORPORATION
P.O. Box 579 Niagara Falls, N.Y. 14302

By T. P. Norris

Date Week of 8-11-75

RESULTS OF SEVERAL CALLS MADE IN SAN FRANCISCO AREA

Full Name Address Mfrs. of	Interviewed

DIAMOND SHAMROCK CHEM. CO.
1901 Spring St.
Redwood City, Ca. 94063

Gene Barrentine, Tech. Mgr.

Again impressed on Gene the Economic value in using RG 244 over Cab o Sil. I feel we made some progress as he promised to check with Norm Fahnoe, from their Oxnard plant. We promised to run a dust count during a production trial to show them how low the results would be in relation to current OSHA standards. We also promised, if need be, to meet with any member of their production or marketing staff to discuss and hopefully clarify any preconceived notions on the bad press asbestos has been receiving in relation to actual known facts.

IMPERIAL COATINGS CO.
1001 Ashby Ave.
Berkeley, Ca

Norm Pugh, T. D.

They purchased a T/L of HPP in July to replace 7R05 in asphaltic roof coatings. Norman is satisfied with the performance of the HPP except he notes using more Calidria than 7R05. The HPP is run through a 15 HP, Hammer Mill. Told him I felt he should make two passes through his hammer mill, as obviously although visual inspection indicates adequate opening of the pellets, a second pass would maximize fiber liberation and provide greater efficiency. He promised to do this on the next run, and ordered another T/L to be shipped ASAP.

GIBSON-Homans Inc.
810 Market Ave.
Richmond, Ca 94804

Dave Unger, Plt. Mgr.

Dave is having a difficult time in making HPO or RG 110 work in their compounds. Whereas a typical formulation calls for 1,000 gal. cut-back asphalt, 350 lbs. 7MS1,

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our production trial was 1,000 gal. cut-back asphalt, 350 lbs. HPO, he ended up with a very low viscosity that had to be corrected with an additional 200 lbs. 7MS1. Their Cleveland labs indicated a similar loss of efficiency but estiminated it would require about 10% more HPO than 7MS1. Dave would lean toward extending his present supply of Canadian with RG 144, since its availability is better than that of HPO. Nationally this company represented a good size potential. This plant alone consumes about 30 ton/month of 7M, and there are at least 6 more plants throughout the country.

RICH-TEX CO.
Richmond, Ca 94804

Rich Williams
Dick Williams

They have been running short of SG 210, and have been in a hand to mouth situation on more than one occasion. Dick, has semi-retired and moved to Utah. Since the move he has become very active in the building boom in that state and has built up a fair size following. There are times when his activity and shipments exceeds that of the Richmond area. He reminded me that they were one of our first customers for SG 210, and if we did not take care of him, he would formulate an asbestos-free compound. Told him we would do our best to treat him fairly along with all our other customers.

INTERCOASTAL CORP.
Union City, Ca

John March

John is concerned about our ability to supply SG 210 when he needs it. He was very upset when his last order was split and shipped in two seperate shipments, and wanted us to pay his additional trasnportation cost. He calmed down a bit when I told him the battle we went through just to get any part of his order shipped.

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Also told him we are not making a practice of paying freight on partial shipments during these trying times. John produces an auto-undercoating for new-car production, so it is important to him that we make every effort to keep him supplied.

STANDARD OIL CO.
555Market St.
San Francisco, Ca

Tom Huvane, P. A.

No further progress on their evaluation of HPP, HPO and SG 210. Can only assume that J. M. is taking good care of them and that there is no pressing need to evaluate. Should this change the shipping location would be Richmond, Ca.

CHEVRON ASPHALT CO.
555 Market St.
San Francisco, Ca

Bob Ayres, Buyer

Priorities have changed. Where once the evaluation of HPP to replace 7M was fairly active, the situation at present indicates one of low priority. This can change as their needs require, in which case plants in Portland, Ore Oakland and El Segundo, Ca. could look to us for their annual requirements, estiminated at around 6 C/L year.

KELLY-MOORE PAINT CO.
1015 Commercial St.
San Carlos, Ca. 94070

Bill Moore, President

This was a special meeting with Bill Moore, Doug Merrill, Mgr. Paco Textures; Wharton Jackson, V.P. H&C; Rich Cooper, H&C; and Dick Spath, Account Rep, U.C.C. Its purpose was to offer them a contract for 50 ton/month

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cc: R. E. Byrne
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of HPO, for their plants in San Carlos, Ca., Hurst, Texas, Denver, Colo., and the new plant in Broken Arrow, Okla. If the RG 144 trial at Hurst, Texas was successful in their TJC, than the contract for HPO would be an alternate and efficient method to continue production without SG 210. We ran out of contracts with SG 210 and could not cover their requirements even though we felt strongly that they represented the type of account we desire for our future growth.

Told Bill Moore that the difference between RG 144 and HPO, other than price was negligible, and that if the trial was successful that HPO would work in a similar manner. Told him also our prior experience with other Gypsum companies indicated a 10-20% greater efficiency of HPO over SG 210, and that this difference would negate the higher cost. We could add an additional 10 ton/month to that contract if it becomes available.

The results of the trial at Hurst indicated a 20% asbestos saving when using HPO and also a greater yield per batch on ready mix. But according to Doug Merrill, the greater yield came about by adjusting their formulation to accept the 40 lbs. HPO bag versus the 35 lb. bag of SG 210. It has been their practice to use full bags rather than partial bags as this enables them to maintain a cleaner plant.

BAY SLURRY SEAL CO.
1893 E. Bay Shore
Redwood City, Ca.

Val Russell, Chemist

They had ordered a T/L of HPP in June but equipment problems delayed their trial and so we had to let this stock go to another customer. They are now set and we have sent them 1,000lbs. for a trial, if successful, they will order a T/L of HPP during the next production run. The application is asphaltic driveway sealers.