METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron Asphalt Co. 4525 San Leandro St. Oakland, Ca. 94601

INDUSTRY CLASSIFICATION: Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 3/26/76

Telecon - T. Fletcher, H&C

PRODUCTS DISCUSSED:	Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
	☐	☐	☐	☐	☐	☐	☐	☒	

PERSONS INTERVIEWED:

CALL OBJECTIVE: This was a production trial of HPP in Asphaltic Coatings for Tennis Courts, School Grounds, etc.

RESULTS OF CALL: After a shaky start, in which the first 200# HPP was dumped into a Ribbon Blender without benefit of various Chevron people in attendance, i.e. Plant Superintendent, fety Engineer, Process Engineer, and Industrial Hygiene Officer to run dust counts, Tom ltcher scurried around town and located 4 more bags from Imperial Coatings to run a second trial. Both trials were successful except that production time between the HPP & JM was increased by 50%.

1st. Trial, mixing time, 35 Min. - HPP - 20 Min, J.M.
2nd Trial, mixing time, 30 Min. - HPP - 20 Min, J.M.

FOLLOW-UP ACTION REQUIRED: 2nd. trial mixing time lowered by Masterbatching.
REB, can we increase the Moisture Spec of HPP so as to lower mixing time? There are several plants involved and this business will be pursued.

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RLS R. L. Schult, J. E. Lenahan - KER

PLAINTIFF'S EXHIBIT
Union Carbide 372

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: CHEVRON CHEMICAL, Oakland, Ca

INDUSTRY CLASSIFICATION: Asphaltic Coatings

SALESMAN: T. P. Norris REGION: Western DATE OF CALL: 12-3-75

PRODUCTS DISCUSSED: Cr ☐ Mn ☐ Spec. ☐ Si ☐ CaC_2 ☐ W ☐ V ☐ Asb. ☒ Other: _____

PERSONS INTERVIEWED: Joe Goodrich, Chemist

CALL OBJECTIVE: To develop HPP as a replacement for various Canadian grades in asphaltic coatings.

RESULTS OF CALL: We continue to make slow, steady progress. Research is in the process of writing up a report on HPP, and making a recommendation to their management that a production trial be arranged. This is for an asphaltic application trade named "Walk Top", for school playgrounds. They would like to make the product work as our proximity to their West Coast plants could save them money. Should the trial be successful, in addition to the 3 West Coast plants, and provided the economics were in our favor at all plants, we could eventually supply their plants in Ohio, Maryland, Alabama and Connecticut. The usual assistance regarding dust counts was also discussed, and since they already do their counts, we may be asked to double check their counts.

3/15/76 - Trial approved - checking on order. (Fletcher)

FOLLOW-UP ACTION REQUIRED: Continue to follow up with H&C.

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