

Chevron Research Company
576 Standard Avenue, Richmond, CA 94802
Phone (415) 620-2740 / 2741

Zoltan Saary
Research Chemist
Waxes and Solvents Division
Fuels and Asphalts Research Department

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A., Inc.
555 Market Street
San Francisco, CA 94105

INDUSTRY CLASSIFICATION: Asphalt Roof Coatings & Sealers

SALESMAN: Gordon L. Dickson w/Tom Norris REGION: Commercial DATE OF CALL: 4/15/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Jens V. Jensen - Buyer

DICK FERM

CALL OBJECTIVE: Assume account responsibility

RESULTS OF CALL:

HPO was approved by their western laboratory in Chevron's driveway sealers as a replacement for JM 7R in November, 1979. A subsequent production run, however, was not successful and the project has been on hold since then. Our conversation with Jens indicated that our inability to compete with the JM material is now academic as Chevron expects to withdraw from the asphalt sealer market within a few months.

HPO also was approved at one time for use in their asphalt roof coatings but has since been dropped as their production people feel it is too dusty compared with the Canadian pressure packed material. Jens promised to check on whether or not the situation has changed.

FOLLOW-UP ACTION REQUIRED:

GLD - Very little opportunity for sales here. A follow up call will be made on Jens the next time in the area.

COPIES TO: REB:GML:TPN:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: CHEVRON RESEARCH
RICHMOND, CA

INDUSTRY CLASSIFICATION: ASPHALT COATINGS

SALESMAN: T. P. NORRIS
G. L. DICKSON

REGION: COMMERCIAL

DATE OF CALL: 4/20/83

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

PERSONS INTERVIEWED: Zoltan Saary - Research

CALL OBJECTIVE:

Asphaltic survey

RESULTS OF CALL:

Chevron is a former customer having used HPO in roof coatings. Union problems regarding dust emissions caused us to lose this business back to their former supplier, J.M.

At this time no research work is being undertaken in various asphaltic formulations and it is believed that they will eventually withdraw from all phases of that market. As a matter of fact, they have already quit the production of asbestos-contained driveway sealers.

It is doubtful that they would be a prospect for our low cost ore, and whether or not the 200 ton 7M Canadian usage will remain a viable potential sales volume.

FOLLOW-UP ACTION REQUIRED: Maintain contact through H&C and J.E.W.

COPIES TO: GLD, JTK, GML, JEW, KC-FILE, NF-FILE DFK, WCT
-0057z-

METALS DIVISION - "CALIDRIA" ASBESTOS

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555 Market Street
San Francisco, CA 94105

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SALESMAN: Gordon L. Dickson w/Tom Norris | REGION: Commercial | DATE OF CALL: 4/15/82

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. San Francisco, CA INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 4/13/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Dust Count Report
- ☐ Health & OSHA Information Blue Book
- ☐ Other, specify below

PERSONS INTERVIEWED: Larry Marcone - Buyer

CALL OBJECTIVE: Routine

RESULTS OF CALL:

Chevron has purchased their 1st T/L HPO for use in driveway sealers. It is hoped that other plants on the west coast will begin buying soon and that their usage will develop into steady monthly purchases.

A price list and specification sheet on RG-110 was also requested. It is expected that this inquiry was for either the tennis court coating or for the automotive undercoating application.

FOLLOW-UP ACTION REQUIRED:

Continue normal calls.

COPIES TO: JRL:JLM:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A., Inc. San Francisco, Ca

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 1/11/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Larry Marcone, Buyer

CALL OBJECTIVE: Routine

RESULTS OF CALL: HPO has been approved as a replacement for J.M. 7R in driveway asphalt sealers. Volume should be about 250 ton/year. Although this application represents new business here, total volume will not increase. This is because we lost the 250 ton/year HPO business in roof coatings, because of packaging problem. Our entry into driveway asphalt business with Chevron should help us at other locations, because of Chevron's position as a leader in their field.

FOLLOW-UP ACTION REQUIRED:

Maintain regular calls

COPIES TO: JRL:JLM:JEW:KC-FILE:NF-FILE

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron, U.S.A. Inc. San Francisco Ca

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 5/17/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED: Telecons

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Carol Croy - P.O.
Zoltan Sabry - Research

CALL OBJECTIVE: Routine

RESULTS OF CALL: We received a HPO, T/L order for shipment late this month but packaged in a manner not specified by Chevron. Their requirements are for pallet overwrap only, and we have 20 pallets 2 bag & pallet wrap. Their usual practice is to place pallets in a large heated room, slit the ~~pallet~~ pallet wrap open and drive off the moisture. The bag wrap means additional handling & labor cost to them that they would just as soon not have. They have agreed to accept this load, but are placing us on notice that they may not be so accommodating the next time.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:~~ER~~:JLM:~~LES~~:JEW:KC-FILE:NF-FILE X NF PERMANENT FILE ☐

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron, USA
4525 San Leandro Street
Oakland, CA

INDUSTRY CLASSIFICATION: Asphalt Driveway Sealers

SALESMAN: T. P. NORRIS REGION: WESTERN DATE OF CALL: 6/26/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS ☐ Health & OSHA Information Blue Book

☐ Dust Count Report ☐ Other, specify below

PERSONS INTERVIEWED: Jim Samson, Plant Manager

PRODUCTS DISCUSSED: Asbestos

CALL OBJECTIVE:

Routine

RESULTS OF CALL:

The driveway sealer business is very slow. They are still working off their first T/L HPO and so far appear to have avoided the problems that have bothered customers in Southern California. This can be attributed to their research lab's long history of working with HPO in other formulations such as roof coatings.

12/23/81 — Returned 12 pallets HPO plus partial — no notice 3 return —

FOLLOW-UP ACTION REQUIRED:

COPIES TO: REB:GRL:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Oakland, CA

INDUSTRY CLASSIFICATION Driveway Sealers

SALESMAN T. P. Norris REGION Western DATE OF CALL 4/13/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Jim Samson - Plant Manager

CALL OBJECTIVE: Routine

RESULTS OF CALL:

This is one of the producing locations for asphalt driveway sealers. They are now using the HPO - replacing Calaveras 7R for about 10 days, and so far results seem to indicate that HPO is a viable alternate for 7R. We asked that future T/L releases be phoned to King City with 2-4 weeks lead time.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:JLM:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A. San Francisco, CA

INDUSTRY CLASSIFICATION: Asphalt Coatings

SALESMAN: T. P. Norris REGION: Western DATE OF CALL: 4/13/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Larry Marcone - Buyer

CALL OBJECTIVE: Routine

RESULTS OF CALL:

Chevron has purchased their 1st T/L HPO for use in driveway sealers. It is hoped that other plants on the west coast will begin buying soon and that their usage will develop into steady monthly purchases.

A price list and specification sheet on RG-110 was also requested. It is expected that this inquiry was for either the tennis court coating or for the automotive undercoating application.

FOLLOW-UP ACTION REQUIRED:

Continue normal calls.

COPIES TO: JRL:JLM:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A., Inc. San Francisco, Ca

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 1/11/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Larry Marcone, Buyer

CALL OBJECTIVE: Routine

RESULTS OF CALL: HPO has been approved as a replacement for J.M. 7R in driveway asphalt sealers. Volume should be about 250 ton/year. Although this application represents new business here, total volume will not increase. This is because we lost the 250 ton/year HPO business in roof coatings, because of packaging problem. Our entry into driveway asphalt business with Chevron should help us at other locations, because of Chevron's position as a leader in their field.

FOLLOW-UP ACTION REQUIRED:

Maintain regular calls

COPIES TO: JRL:JLM:JEW:KC-FILE:NF-FILE

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A., Inc.
Asphalt Division
1955 Chesapeake Avenue
Baltimore, MD 21226

INDUSTRY CLASSIFICATION: Asphalt Coatings

SALESMAN: Gordon L. Dickson & Tom Norris

REGION: Eastern

DATE OF CALL: 10/20/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:
Loren VanBrackle - Purchasing agent
Robert Bellamy - Technical Director

CALL OBJECTIVE: Review possible applications for "Calidria" asbestos

11/7/80
Calaveras - with Drawing From
7 Grade Files.
1. Hand Energy Cost
2. Cleanze Inc.

RESULTS OF CALL:

No lab work being done here at this time as their entire operation is being moved to their R&D lab in California. Was not able to obtain any information on their work with RG-110 in an acrylic tennis court topping which was carried out last year.

- Driveway Sealers
Portland & Oakland - will buy HPD 1981
250 Ton
Haw about other plants.

Richmond Plant - Rock Coating - NO Calaveras

FOLLOW-UP ACTION REQUIRED:

Very little opportunity of gaining any sales here, especially since all their R&D work will now be alone on the west coast. However, Tom will follow up once Bob gets established in his new position.

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NF PERMANENT FILE ☐

10/22/80

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cc: TPN

Chevron Research Company

February 14, 1980

Docket No. OTS 61005
Advance Notice of Proposed
Rulemaking Under the Toxic
Substances Control Act
Commercial and Industrial
Use of Asbestos Fibers

Mrs. Joni T. Repasch
Record Clerk
Office of Toxic Substances (TS793)
U.S. Environmental Protection Agency
401 M Street Southwest
Washington, D.C. 20460

Dear Mrs. Repasch:

EPA (Federal Register Vol 44, No. 202, pp 60061-60068, dated Wednesday, October 17, 1979) asks for comments and information relevant to the proposed regulatory decision on the commercial and industrial use of asbestos fibers.

Among the four Regulatory Control Options proposed by EPA, we prefer the first one. This would examine each product category and prohibit specific products based on the evidence. We believe Control Options 2 and 3 will create supply shortages and higher prices. Control Option 4 takes the approach that everybody is guilty until proven otherwise.

We are addressing our comments to the use of asbestos fibers that are encapsulated in resinous and polymeric binders and coatings in general. We offer the following comments for your consideration:

Asphalt- and polymer-based industrial, maintenance, and recreational surface coatings containing asbestos provide significant protection at reasonable cost. We do not know of any satisfactory economic replacement for asbestos in these coatings.

Worker exposure to asbestos fibers during coating manufacture is already controlled by EPA and CAL-OSHA regulations. After manufacture, these coatings are nonfriable and do not release free asbestos fibers during application and service life. This has been recognized by the EPA and CAL-OSHA in previous regulations. We believe that no additional regulations of nonfriable coatings is necessary.

C.C. B.J. Pigg
J.L.M.

Asphalt-based industrial and maintenance coatings are typical examples of these products. These products serve a vital role in protecting and waterproofing roofs, walls of buildings, and equipment. Aluminum pigmented coatings are also used to protect the roofing membrane and to reduce energy requirements for heating and air conditioning.

General compositions include:

1. Asphalt or organic polymer as the binder or resin.

2. Organic solvent or water as the diluent.

3. Fillers and Pigments: Asbestos, mica, slate flour, limestone dust, colored pigments, aluminum pigment, etc.

Our detailed comments follow the numerical sequence of the questions as shown on pages 60066-60068.

1. Definition of Several Key Terms

1.1 Asbestos

Generic term for fibrous silicate-type minerals, generally meaning chrysotile. However, for us the term asbestos mostly means the short asbestos fibers used in coatings, resins, patching compounds, undercoatings, etc. These are usually classified as Grades 7R, High Purity Open, Regular Coating, or Resin Grades.

1.2 Encapsulated Fiber

The fibers are dispersed in an asphalt resin or latex or any other resinous material. The fibers are then encapsulated in the asphalt or other polymeric material after the solvent evaporates on application.

1.3 Locked Fibers

We are not familiar with this term.

1.4 Easily Released Fiber

Fibers not bound together by cement or resinous material may become airborne with some air movement. Loose insulation used previously is one of the examples.

1.5 Friable Material

Material which crumbles easily and turns to dust.

Product Category

h. Paints, Coatings, Sealants

Chevron U.S.A. manufactures and markets a number of coatings containing asbestos at several locations. Diluents include both solvent and water. The asbestos in all these coatings is encapsulated, and the coatings are nonfriable. Coating types include:

Fibrated Aluminum Coating
Asbestos Roof Coating
Fibrated Asphalt Emulsions
Plastic Cement
Undercoating
Coatings for Recreational Surfaces
Resurfacers

Our manufacturing operation, loading, mixing, and filling, complies with CAL-OSHA regulation, Section 5208, Title 8, General Industry Safety Orders, Asbestos Regulation and Federal OSHA Regulation Section No. 1910.1001 Asbestos.

3. Asbestos-Containing Products Listed in Appendix I

Our products are covered under the following items:

Roofing Materials
- Aluminum Roof Coatings
- Roof Patch
- Roof Preservative

Undercoating (Metal Deadener)
Latex Coatings
Asphalt Emulsion Coatings

a. Asbestos Content

Eleven of our surface coatings contain asbestos fibers. The asbestos content ranges from 2% to 18% by weight.

b. Purpose of the Asbestos in the Coating

The asbestos serves the following purpose in the coatings:

Film Reinforcement (Integrity)
Sag Resistance
Film Build
Improved Weathering
Improved Fire Resistance

The coatings use short fibers, generally classified as 7R or HPO (High Purity Open) and Regular Grade 210.

c. Production and Sales of Asbestos-Containing Products in 1978

1150 T.D.

The 3.5 MM gallons of coatings manufactured in 1978 used 2.3 MM pounds of asbestos.

d. Value of the Products and the Cost of Asbestos

The value of these asbestos-containing products sold in 1978: about $5.7 MM.

The value of the asbestos used: about $275,000 (12 cents/lb)

e. Exposure During Manufacturing and Product Use

Once the asbestos is incorporated in the liquid coatings, there is no danger of releasing fiber from the coating during filling, storage, transportation, or application.

The coatings can be applied by spray, brush, or roller. In most commercial applications, airless spray equipment is used because of efficiency and economy. Since the asbestos fibers are completely encapsulated by asphalt or resin, no emission of free asbestos occurs during spraying. Due to air currents, some droplets may become airborne during spraying. But even in this form the asbestos does not exceed the one fiber/cc OSHA limit (briefing paper by Union Carbide for November 8, 1978, CAL-OSHA hearing).

f. Asbestos Discharge to Water

There is no asbestos discharge to water associated with manufacturing. The only way asbestos fiber might get into water is through erosion of the weathered roof coating. We believe that erosion loss of these coatings is negligible. We based this estimate on the fact that these coatings show little erosion throughout their expected 10-20 year life.

g. Asbestos Containing Waste from Manufacturing

The waste generated during manufacturing of the coatings includes the empty asbestos bags, the disposable protective clothing, and the dust recovered in the baghouse. These are collected in sealed containers and disposed of in an approved manner.

h. Product Life and Final Disposal

The life expectancy of the roof coating products is 10 to 20 years. Usually they are overcoated before the product fails by weathering. When a building is reroofed or demolished, the usual disposal is landfill. The only results for fiber exposure during demolition of which we are aware are from Union Carbide's briefing paper for the CAL-OSHA hearings on Possible Changes in the Health and Safety Code Section 25910 on November 8, 1978, and April 26, 1979.

4. Industry Structure

a. Current Trends

Due to various regulations, the use of heated asphalt for roofing is declining. At the same time, the use of cold-applied asphalt- and polymer-based industrial and maintenance coatings cut back with hydrocarbon solvent or water is increasing both in new construction and repair of existing structures. The demand for recreational coatings is also increasing with the expanding recreational facilities.

b. Market Stability

There has been increased demand for our coating in roofing, waterproofing, maintenance, and recreational fields over the last few years.

c. Industries Most Likely to be Affected by the Regulation

The housing and building industry are the most likely industry to be affected by another asbestos regulation.

5. Asbestos Substitutes

a. Available Substitutes

The following asbestos substitutes are being currently offered:

Polyethylene Fibers
Polypropylene Fibers
Cellulose Fibers
Carbon Fibers
Ceramic Fibers
Thickeners (Alone or in Combination)

b. Substitute Products

Elastomeric Roof Coatings
Single-Ply Elastomeric Roof System
Grease-Type Undercoating

c. Performance Characteristics

The asbestos substitutes do not:

Provide adequate sag resistance and film build
Provide good thixotropy
Reinforce the film former
Aid fire resistance

Substitute coatings are:

More expensive
Cannot be applied by homeowner
No good for patching

d. Unpublished Exposure Data on Substitutes

We have not seen any exposure data on the substitutes.

e. Price Differentials

Asbestos fibers for coatings are available for 10-15 cents/lb, which is less expensive than any of the substitutes.

Asphalt-based asbestos roof coating and recreational coatings are currently available for about $1.20/gal.-$4.20/gal. The elastomeric coatings cost about $20/gal. and up.

f. Time Required to Convert to Alternatives

If a good quality asbestos substitute were to become available, it would take at least a year to test and evaluate the coating for stability and performance. However, before general use could begin a few years of on-site weathering exposure is needed.

g. Extent and Cost of Change to Alternatives

Until replacement material is known, we will not know if substitutes can be made in existing manufacturing facilities.

h. Possible Effect of the Asbestos Regulation on New Products

We will have inferior coatings at a higher price.

6. Products which do not present health hazards.

We believe the nonfriable coatings in which the asbestos is encapsulated in asphalt, resin, or polymeric binder do not constitute health hazards. These coatings do not release the fibers either during application or service life.

7. Asbestos-containing products which could be considered essential because of their benefits or lack of reasonable substitutes.

Nonfriable surface coatings should be considered as essential because: (a) there is no reasonable substitute existing at this time either for the asbestos in the product or for the product itself; (b) they provide significant benefits in protecting society and structures from weather at reasonable cost.

8. State of the Art for Asbestos Identification

We cannot comment on the methods of identification and quantification of asbestos. We only collect the samples and an accredited industrial hygiene laboratory (not associated with Chevron) analyzes them for asbestos.

9. Handling of Confidential Data by EPA

We believe that you should use the guidelines in Section 14 of the Toxic Substances Control Act for protection of confidentiality of information.

We hope these comments will be helpful in arriving at appropriate regulatory action.

Very truly yours,

ZSaary:vlh,dam

cc: Mr. Harrison B. Rhodes

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron USA Richmond Ca INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 11/14/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Dick Fehn, Chemist
Zolton Saary, Chemist

CALL OBJECTIVE: Routine

RESULTS OF CALL: Although HPO has been approved in their Driveway Sealer, the Season has ended, and we will not see business in this market until 1980.
Interest has again surfaced using SC 210 in Auto Undercoating. Zolton Saary is working on this project and so far the results, as expected, are encouraging. This is not the first time SC 210 has caught their interest in this appl. A few years ago similar interest ran high, but the powers to be Cannot make up their mind to expand their Undercoating which at present is Confined to the West Coast. The reason for the expected change is that the present Canadian TR Causes undue wear of spray tips in pressure guns.

FOLLOW-UP ACTION REQUIRED:

JLM
COPIES TO: JRL:[redacted]:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

From The Desk Of

TOM NORRIS

Check Linda—
do
~~Call~~ new packaging
regulations by DOT Dot Bur.
require us to Buy &
Pallet wrap? YES
by so I showed admit
Chevron with Copy
of Regulations.

6/22/79 — Joe Rood Rich
pushing for NPO
certification.

UNION CARBIDE "CALIDRIA" ASBESTOS

From The Desk Of

TOM NORRIS

11/15/79 —

MICT SIMIC

SULFUR PROJECT —

NO INTEREST IN ASBESTOS

EL SEGUNDO — NO ASB. PROD

1980

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78 PURCHASES ASBESTOS

650 TON.

1980 FORECAST

FOLLOW UP W SQ 210

UNDERCOATING APPL.

UNION CARBIDE "CALIDRIA" ASBESTOS

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METALS DIVISION — CALIDRIA ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron Mobile, Alabama

INDUSTRY CLASSIFICATION: Asphalt Products

SALESMAN: J.E. Welsh REGION: Southern DATE OF CALL: 11-13-79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:

Mr. Beck Purchasing Agent

CALL OBJECTIVE:

Call made on potential SG130 customer.

RESULTS OF CALL:

SB
HPD

Advised Beck that I understood our SG130 was now an approved product in their driveway sealers but he was unable to confirm it for me. He said normally after lab approval a new material has to be approved at the operating level and then it goes to purchasing where a change in the formulation is issued to the various plants. This location according to Beck would be the only one in the geography the writer covers. Shipments of finished products are made to Chevron warehouses in Atlanta, Dallas, Knoxville, Nashville and Orlando. 2-3 carloads a year of J-M material are used to make the variety of asphaltics they produce here. Beck recalled that at one time they made a heavy fibered driveway sealer for Sears that contained asbestos but normally their regular sealers do not contain asbestos. Left my card as a contact for Beck when a change to CALIDRIA comes through so he will have a source to contact.

FOLLOW-UP ACTION REQUIRED:

TPN -- Can you please advise status of approval at Chevron and in what products?

COPIES TO: JPL:TPN:JLM: :KC-FILE:NF-FILE NF PERMANENT FILE

Chevron U.S.A. Inc.
555 Market Street, San Francisco, CA 94105
Phone (415) 894-2757

D. E. (Darrel) Lind
Buyer
Purchasing

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asbestosclaims.law/library/15505/24

4.5.1

UNION CARBIDE CORPORATION
CHEMICALS AND PLASTICS
ONE CALIFORNIA STREET, SAN FRANCISCO, CALIFORNIA 94111

bcc: W.R. Niehaus,Tarrytown
Chuck Mykytyn,Linde,S.F.
Dr. Harrison Rhodes,
Niagara Falls
W.R. Pioli,Niagara Falls

November 28, 1979

bcc: W.C. Nissin
N.Y.
E.T. Walgenl
Monterey,Ca
D.J. Ticko,

W.W. Sharon
Chevron U.S.A. Inc.
P.O. Box 3758
San Francisco, Ca 94119

Dear Bill:

Enclosed is information requested on Union Carbide products to help you comply with Federal Hazardous Regulations.

Material Safety Data Sheets are enclosed for all products which are identified as hazardous.

There are several omissions. Information concerning our SEVIN products will be sent to you directly by our Agricultural Products Division and Nitrogen information by our Linde Division.

Some additional comments should be made. Neither asbestos or tungsten is identified in the list of 299 designated hazardous substances. Both however, are identified as hazardous by the Toxic Substance Control Act. Therefore, these designations are recorded on your list for Asbestos, Calidria RG110 and Ammonium Paratungstate.

It is our interpretation that the intent of the Clean Water Act does not require the reporting of minor impurities. Therefore, we have not reported minor impurities of materials designated as hazardous by this Act. For example, CELLOSOLVE Acetate and Isopropyl Acetate contain very small amounts (less than 100 PPM) of Acetic Acid and there may be trace amounts of Butyric Acid in our Valeric Acid.

I hope this properly responds to your request.

Very truly yours,

UNION CARBIDE CORPORATION
Chemicals & Plastics

C.C. T.A.N.

James P. Holmes
Account Manager

JPH/cd
Encl

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CHEVRON, U.S.A.

CUSTOMER & LOCATION San Francisco, Ca INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL Unclear

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Carol Croy - P.A.

CALL OBJECTIVE: Routine

RESULTS OF CALL: HPO has just been approved as a replacement for JM-7M in Driveway Sealers. Although we had failed their initial evaluation (letter attached) they agreed to re-evaluate as the Wet Volume Constant Settling did meet their specifications. It appears as though this test is of greater importance to them than the Sieve Size test. Another meeting is being set up to determine volume for 1980. Although some time ago 7 plants located in California, Ohio, Maryland, Alabama & Connecticut were estimated to use some 700-800 ton 7M.

FOLLOW-UP ACTION REQUIRED:

JLM

COPIES TO: JRL:[redacted]:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CHEVRON, U.S.A. Inc.

CUSTOMER & LOCATION Emeryville, Ca INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 5/24/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: George Sapp - R & D Mgr.
Lloyd Winkler - Chemist.

CALL OBJECTIVE: Routine.

RESULTS OF CALL: This meeting was to encourage Chevron that although HPO has failed their Spec. for replacement of ↓ M grades 7M & 7R, (Ro-Tap Shaker), it was within spec on Wet volume Constant settling for 7M, the particular grade we are attempting to replace which volume of 700-800 ton/year. The fact that they are using HPO in their Roof Coatings at the Richmond plant was emphasized as well as the proximity of King City to many of their plants. Mr. Sapp agreed to Control Lab work w/ HPO and is ready are encouraging to order a production trial.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron, U.S.A. Inc. San Francisco Ca

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 5/17/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED: Tech Cons

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Carol Croy - P.O.
Zoltan Sabry - Research

CALL OBJECTIVE: Routine

RESULTS OF CALL: We received a HPO, T/L order for shipment late this month but packaged in a manner not specified by Chevron. Their requirements are for pallet overwrap only, and we have 20 pallets in bag & pallet wrap. Their usual practice is to place pallets in a large heated room, slit the [redacted] pallet wrap open and drive off the moisture. The bag wrap means additional handling & labor cost to them that they would just as soon not have. They have agreed to accept this load, but are placing us on notice that they may not be so accommodating the next time.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:[redacted]:JLM:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron - 3 Locations Richmond, Emeryville San Francisco, Ca INDUSTRY CLASSIFICATION Asphalt Coatings

T. Fletcher, H&C

SALESMAN T. P. Norris REGION Western DATE OF CALL 11/29/78

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Dick Ferm, Research, — Richmond
John Ford, Research, — Emeryville
Carol Croy, San Fran.

CALL OBJECTIVE: Routine

RESULTS OF CALL: RG 110 samples have been delivered for evaluation in Chevron - Undercoatings. The intent here is to produce the undercoating themselves, rather than have an outside blender, Sanit West Grease, L.A. do it for them.
700 tons TM being used in 8 plants to produce various Asphalt driveway sealers. Suggested HPO be looked at, as the TM would replaced by HPO in long Coatings.
Various projects at the Emeryville Research Labs are on a continuing basis to replace asbestos in all products.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

11/14-78-

100# RG 110 requested
for RICHMOND R&D

C. J. ARDEN

B. A. SMELTZER

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Corporate Purchasing San Francisco, Ca INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 9/20/78

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Carol Croy - P.A. 14 PO RG110 } - Roof Coatings ? Modifications
Ken Eaken, P.A.

CALL OBJECTIVE: Routine

RESULTS OF CALL: all is going well here with T/C HPO being shipped into Richmond, and 2TH, ex. 14 & C, being shipped to San Leandro, Ca. There has not been any problem to speak of, and we should continue to enjoy this business, barring a major disaster.

Mr. Ford { We are still working to get approval in their Asphalt Coatings for Driveways, Parking lots, etc. This is their largest use and would affect several plants around the Country.

FOLLOW-UP ACTION REQUIRED:

10/20/78 - Small amount of RG 110 being used. ex 14 & C Wilmington.

COPIES TO: JRL:REB:WCT:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Research Richmond, Ca. INDUSTRY CLASSIFICATION Asphalt Coatings

G.L. Dickson
R.E. Byrne

SALESMAN T. P. Norris REGION Western DATE OF CALL 7/26/78

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:

Dick Ferm - Senior Research Associate

CALL OBJECTIVE: Zoltan Szabry - Research Chemist

Routine

RESULTS OF CALL: Sales to this location should average around 165 ton year. Our standard bag P/E. overwrap was presumed to be a source of future Complaints from Chevron and so all future shipments will be pallet wrap rather than bag wrap. This will allow them to bring full pallets into a heated room to drive off Moisture Contained in the bags. Too much moisture is a source of Complaints in their Aluminum Paste Asphalt Coatings. Other evaluations with our products Contained were of similar degree & priority.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:WCT:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CHEVRON U.S.A. INC.
CORPORATE PURCHASING

CUSTOMER & LOCATION San Francisco, Ca. INDUSTRY CLASSIFICATION Asphalt Coatings

T. FLETCHER H&C

SALESMAN T. P. Norris REGION Western DATE OF CALL 6/20/78

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Carol Croy — P. A. — 415-894-2757
Ken Earen — P. A.

CALL OBJECTIVE: Routine.

RESULTS OF CALL: Both buyers are confident that HPO and RC110 will see some sales this year. The RC110 has been tried and approved in Tennis Court Coatings and HPO showed complete exposure test this month. HPO will be used in Asphalt Mop Coatings. Chevron Continues to be supplied by J.M. with only minor delays on shipments.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:WCT:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A. Inc.
Asphalt Division
1955 Chesapeake Avenue
Baltimore, MD 21204

INDUSTRY CLASSIFICATION: Asphaltics

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 5/17/78

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Robert Bellamy - Chemist (On vacation)
Loren VanBrackle - Purchasing

CALL OBJECTIVE: Follow up on initial order for 2,800 lbs. RG-110.

RESULTS OF CALL:

The last of the 2800 lbs. was used on 5/15/78 to make up 14,000 gallons of acrylic tennis court topping. Has been sent to selected customers for evaluation. Originally planned to make about 36M gallons and so an additional plant run may be made. If successful, it will not be until 1979 that they will get into full production as they want to winter test the trial runs before making any marketing decisions. If successful, they expect to require 60-75M lbs. per year of RG-110.

Presently purchasing their asbestos requirements from Johns-Manville and are not experiencing any supply problems although deliveries have been a few days late.

FOLLOW-UP ACTION REQUIRED:

None required at this time. Will plan to visit this fall if they have not contacted us before then.

COPIES TO: JRL:TBN:WCT:JEW:KC-FILE:NF-FILE

dal 5/19/78

METALS DIVISION

CUSTOMER CALL REPORT

CHEVRON U.S.A. RESEARCH.

CUSTOMER & LOCATION RICHMOND, CA

INDUSTRY CLASSIFICATION ASPHALT COATINGS

R.B. BYERS

SALESMAN T. P. Norris REGION WESTERN DATE OF CALL 4/25/78

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

PERSONS INTERVIEWED: DICK FERM

CALL OBJECTIVE: ROUTINE

RESULTS OF CALL: We have been approved in a Semi Coat Coating using RG 110. Small orders have been shipped to Oakland, Ca., and Baltimore, My. We should expect to see some repeat business this summer. Their estimates call for production of 250,000 to 300,000 gal/year. RG 110 is in formulation @ 10.8* per 100 gal. We still await approval of HPO in Asphalt Roof Coatings. These tests should be winding up now and we would expect to know the future of HPO in that application soon after.

25,000 - 30,000 # gr. RH 10

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: MCT, JEW, KC-FILE. NF-FILE
MK ~~R. L. Schmidt,~~ J. E. Lenahan, J. R. Loughlin

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Research Lab. Emeryville, CA

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION _____ DATE OF CALL 2/15/78

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

PERSONS INTERVIEWED: John Ford

CALL OBJECTIVE: Routine

RESULTS OF CALL: John advised that routine lab work with several grades of Calidria, are looking good with one application having received production approval. That application is the use of RC 110 in Semi-Coat Coatings. Other projects continue their course and we were asked to be patient and stay in touch.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: MCT, JEW, KC-FILE. NF-FILE
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A. Inc.
Asphalt Division
1955 Chesapeake Avenue
Baltimore, MD 21204

INDUSTRY CLASSIFICATION: Asphaltic Coatings

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 3/21/78

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Robert Bellamy - Chemist

CALL OBJECTIVE: Review the results of their work with RG-110.

RESULTS OF CALL:

Bob has been evaluating RG-110 in an acrylic tennis court topping and in one or two asphaltic coatings. Would not expound on the latter, but from his remarks it appears that the laboratory work is about completed and his formulations are about ready for customer testing. The RG-110 is strictly for rheology purposes and does what we said it should. The idea for testing 110 came from their western laboratory in California and so it may be that Bob is following directions given by them.

FOLLOW-UP ACTION REQUIRED:

Tom - Anything new with their western lab? According to Bob there is nothing we can do for them except wait and see what develops.

COPIES TO: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE

dal 3/30/78

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron USA. Chevron Research Co. Richmond, Ca. INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 2/16/78

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

PERSONS INTERVIEWED: R. L. Ferm, Zoltan Sabry, Roland Nunn ~~415-237-4139~~

CALL OBJECTIVE: Routine

RESULTS OF CALL: We were advised that we were approved in a Tennis Court Coating. The grade is RG110 they would expect to produce 250,000 – 300,000 gal year, with 10.8 # RG110 per 100 gal. Both Oakland, Ca, and Baltimore, My would be producing locations.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEW, KC-FILE. NF-FILE
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Corporate Purchasing San Francisco, Ca INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 2/15/78

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

PERSONS INTERVIEWED: Carol Cray
Ken Esken - 415-894-[redacted]
-4673

CALL OBJECTIVE: Routine

RESULTS OF CALL: Carol advised that H&C would be receiving an order for 100# RA 110. This would be new business & a new application, Semi-cont Coatings.

Ken Esken advised that the HPO coal Coating trials should end, hopefully, within the next 60 days. Data he has seen so far show that the HPO is performing as expected.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEW, KC-FILE. NF-FILE
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron Asphalt Co / Chemin Research Co / Emeryville, Richmond Ca. INDUSTRY CLASSIFICATION Asphaltics

SALESMAN T. P. Norris REGION Western DATE OF CALL 12/12/77

R.E. Byrne.

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

PERSONS INTERVIEWED: R. L. Fern, Zoltan Saary

CALL OBJECTIVE: Routine

RESULTS OF CALL: Chemin Research advised that evaluations will be completed spring '78 on the use of HPO in Asphalt Roof Coatings. This has been a two year test. So far results look encouraging. Business would be 1/2 at plants in Richmond, Ca. and Portland, Oregon.

Chemin Asphalt Co. has expressed renewed interest in our line, this after being shut down on pure in June '76. They have been using Calaveras Asbestos. They have samples on hand of SG 130/HPO and will take another look. Chemin Research is also looking at the asphalt undercoating business and may enter that market. Suggested SG 210 - RG 110 for evaluation.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEW KC-FILE. NF-FILE MK ~~R. Schmidt~~, J. E. Lenahan, J. R. Loughlin

Union Carbide trial exhibit UC-248: Union Carbide Calidria Customer Call Reports and Related Papers on Chevro... Published by AsbestosClaims.Law
ACL Doc 15505 · Page 40 of 93 asbestosclaims.law/library/15505/40

Chevron Research Company
576 Standard Avenue, Richmond, CA 94802
Phone (415) 237-4411

3/13/78

T. K. "Keith" Jones
Research Chemist
Fuels & Asphalts Research Department

R.C. NUNN - MGR. SPECIAL PROD

Chevron Research Company
576 Standard Avenue, Richmond, CA 94802
Phone (415) 237-4411

Ev. 2740

Zoltan Saary
Research Chemist
Fuels and Asphalts Research Department

Chevron Research Company
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Ev. 2754 DICK

R. L. Ferm
Senior Research Associate
Fuels and Asphalts Research Department

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576 Standard Avenue, Richmond, CA 94802
Phone (415) 237-4411

DICK

R. L. Ferm
Senior Research Associate
Fuels and Asphalts Research Department

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METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Standard Oil Co.
Plant Operations
Richmond, California

INDUSTRY CLASSIFICATION: Asphalt Roof Coatings

SALESMAN: T. Fletcher
R. E. Byrne
T. P. Norris

REGION: Western

DATE OF CALL: 9/1/76

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

PERSONS INTERVIEWED: Gary Mayberry

FRED ANDERSON
* K.E.G. EAKIN
NEW ASBESTOS CONTACTS

CALL OBJECTIVE: Review Progress with HPO

RESULTS OF CALL: We began to do business here in July, and it would appear that orders will run about T/L Month. According to Gary the HPO is working as expected in one formulation and is in various stages of testing in 3 others. We will continue to work with Standard and encourage its use in other areas. Also the fact that Standard can use HPO will hopefully stimulate the Chevron Asphalt Co. to do likewise.

10/19/76
Product Engineer - F.J. SOCDAND
Field Tested,
Adequate inventory.
4/77 - Jim Mulhearn - on assignment to England.
Frank FERREIRA new Contact at plant in Richmond.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEW, KC-FILE. NF-FILE
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

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UNION CARBIDE

UNION CARBIDE CORPORATION
MINING & METALS DIVISION

P.O. BOX K
KING CITY, CALIF. 93930

Calidria ASBESTOS

SHIP TO
*Standard Oil Co. of Calif.
Transportation & Plant Operations
c/o Tacheys & Cream Plant
Richmond, Ca.

INVOICE TO
*Harrisons & Crosfield (Pacific) Inc.
4000 Birch Street
Newport Beach, Ca. 92660

(Gary Mayberry)

FOB King City, Ca.
SHIPPED FROM Bank
INVOICE NO. AH 416098
INVOICE DATE 7-23-76
PPD/COL. Collect
CUST. ORD. NO. B-3763
DATE TO SHIP 7-23-76
DATE ENTERED 7-23-76
DATE SHIPPED 7-23-76
TERMS Net 30
CARRIER Rail
ACC. CODE 3674000
CAR NO.
SALESMAN [illegible]
RQ 52876

NO. BAGS	PRODUCT CODE AND DESCRIPTION	QUANTITY LBS.	PRICE / LB.	AMOUNT
FOLD				FOLD
500	HPO (51002) (P/C [illegible]) 13 pallets	25,000	$.075	$1,500.00
			Less 10%	150.00
				$1,404.00

This order billed at T/L price per Mr. T. P. Harris.
Future orders must be T/L or pay differential.

8/13/76 T/L HPO

21072308

PLEASE SEND ALL CORRESPONDENCE TO ADDRESS ABOVE. PLEASE REFER TO INVOICE NUMBER ABOVE WHEN MAILING REMITTANCE. SEND REMITTANCE TO ADDRESS ✓ BELOW.

UNION CARBIDE CORPORATION

☐ [redacted]
☐ P.O. BOX 91136, CHICAGO, ILL. 60690
☐ P.O. BOX 4115 CHURCH ST. STATION, NEW YORK, NEW YORK 10008

9/1/76 - In one formulation, hemp product tested in 3 others.

We hereby certify that these goods were produced in compliance with all applicable requirements of Sections 6, 7 and 12 of the Fair Labor Standards Act, as amended, and of regulations and orders of the U.S. Department of Labor issued under Section 14 thereof.

SALESMANS SHIP ADVISE

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Standard Oil Company
575 Market Street
San Francisco, California 94120

INDUSTRY CLASSIFICATION: Asphalt Roof Coatings

SALESMAN: T. P. Norris REGION: Western DATE OF CALL: 6/9/76

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Jim Mulhearn

CALL OBJECTIVE: Attempt to start using HPO.

RESULTS OF CALL: Based on the results of a recent successful HPO trial, and also based on the fact that we have been asked to commit to a T/L HPO every 4 - 6 weeks, Jim Mulhearn, in his efforts to work with us, has been forced to step on a few toes. He has written memos to various department heads, asking for their quarterly requirements. To date, he has not had a response. He is aware of the Calaveran Asbestos plant, and acknowledged that, all things being equal, their price is an important consideration.

Incidently, J.M. is closing its Talc mine in Death Valley, and plant in Los Angeles, and moving the operation to a new plant and mine in Eastern Quebec. It is presumed that environmental pressures were responsible for this move.

7/9/76 - additional meeting; test continue, Can't buy until ~~—~~ meets our terms.

7/23/76 called Jim 10 T/L — HPO — Good Sign.

8/13 " T/L HPO—

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEL, KC-FILE. NF-FILE
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Standard Oil Company, Market Street, San Franicsco, California

INDUSTRY CLASSIFICATION: Asphalt Coatings

SALESMAN: T. P. Norris REGION: Western DATE OF CALL: April 21, 1976

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Tom Huvane, P.A.
Jim Mcheeon

CALL OBJECTIVE: Attempt to motivate them to switch from J.M. 7R05 to HPO in an aluminum Asphaltic Roof Coating.

RESULTS OF CALL: A recent successful trial was conducted and Standard Oil found they could use the HPO. We were asked to verbally commit to a potential usage of a T/L every four to six weeks. We have committed. We have been promised a substantial portion of this business, and hopefully the wheels of progress will slowly grind out orders in the not too distant future.

Standard Oil likes the idea of the shrink wrap pallets. Previously J. M. would ship a C/L to their Pittsburg, California plant where it would be broken down to 1,000# pallets with a cardboard sleeve over the top to minimize the dust.

Jim Hodgeson:
5/7/76 - Tom H. sent out note to various dept. who would require HPO plants; as of 4/22 asking them for their requirements. To date no response we will follow.

FOLLOW-UP ACTION REQUIRED: We will follow through Tom Fletcher, H. & C. They have good contacts here.

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: [illegible]

Calidria ASBESTOS

UNION CARBIDE

UNION CARBIDE CORPORATION
MINING AND METALS DIVISION
P. O. BOX 'K', KING CITY, CALIF. 93930

SAMPLE ORDER

CUSTOMER'S NAME & SHIP TO ADDRESS:

Chevron Research Company
576 Standardf Avenue
Richmond, CA
Attn: Mr. E. F. Carlston, Rm 1123

SHIPPER'S ORDER NUMBER 090901-S

SALESMAN TPN

COPY TO CB
CC: Harrisons & Crosfield
CC: Mr. J. J. Mulhearn, Jr.
S. O. Western
555 Market Street, S.F., CA 94105

DATE ENTERED:	DATE REQUESTED:	DATE SHIPPED:
9-8-75	9-9-75	9-10

SHIP FROM:	VIA:
King City, CA	CME

THE FOLLOWING MATERIAL IS BEING SUPPLIED TO YOU WITHOUT CHARGE | PREPAID UNLESS OTHERWISE SPECIFIED

ITEM NO.	PRODUCT	NET WT.	GROSS WT.
	HPO (3 bags)	120 lbs.	
	Quick ship		
	via Truck and [illegible] is awarded.		
	CHARGE SEND - STUCK HERE		

SPECIAL INSTRUCTIONS:

RECEIVED FROM:

ACCEPTED BY:

CAL-20

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REPORT OF CALL

Calidria ASBESTOS

c for R. E. Byrne
W. C. Thurber
J. E. Walsh
KC-File
NF-File

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

Tom Fletcher, H&C
By T. P. Norris

Date 6-20-75

Full Name Standard Oil Co. Address Market St. San Francisco, Ca Mfrs. of	Interviewed Tom J. Huvane, Buyer

Standard Oil uses a J.M. 7R05 in an Aluminum Asphaltic Roof Coating, produced at their Richmond, Ca. plant. The J.M. spec. is attached. They are not free with any information except to say that they do not have any particular loyalty to J.M. On the face of it, there would appear to be much interest in our HPP, and I can assume they must have a dust problem of some sort. Samples, prices and data sheets were left of HPP, HPO and SG 210. A dust count was offered once their lab work indicates that one of the above grades would warrant a production trial.

9/10 - ordered 120# HPO for Trial, Richmond Plant.

2 copies

Chevron
Standard Oil Company of California, Western Operations, Inc.
555 Market Street, San Francisco, CA 94105
Phone 894-[redacted]2030

J. J. Mulhearn, Jr.
Purchasing Department

B. L. MEADE
CHIEF MATERIALS
COORDINATOR
PURCHASING DEPT.

Chevron
Standard Oil Company of California, Western Operations, Inc.
555 Market Street, San Francisco, CA 94105
Phone (415) 894-3118

T. J. Huvane
Senior Buyer
Purchasing Department

Standard

PURCHASED STOCK SPECIFICATION NO. 2402

ASBESTOS FIBER - JM 7R05 - 7R06 - LA 7R

JM-7MFS (SOT)

1. Description of Material

A fibrous, crystalline mineral, crushed to the desired mesh.

2. Physical and Chemical Properties

Material supplies on this specification shall meet the following requirements:

	Test Method	Specifications Maximum	Minimum
Crushed rock and similar coarse gritty material, %	RM 11-6	0.5	-
Mesh Test:	SM 50-7		
On 6 mesh, Wt. %		Trace	-
Thru 6 on 10 mesh, Wt. %		0.5	-
Thru 10 on 20 mesh, Wt. %		15	4
Thru 20 on 30 mesh, Wt. %		25	15
Thru 30 on 65 mesh, Wt. %		45	25
Thru 65 on 150 mesh, Wt. %		6	3
Thru 150 mesh, Wt. %		35	25
Bulking Value, ml after 3 hours	RM 11-6	330	270
Moisture, Wt. %	RM 16-6	2	-

3. Packing and Shipping

Directions for packing and shipping will be included with each order.

ASBESTOS TYPE IS "CHRYSOTILE"

Revised February 1963

UC 145-2

CC: R.E.B. (NF-Route)
JEW
TPN

UNION CARBIDE

INTERNAL CORRESPONDENCE

METALS DIVISION • 875 GREENTREE ROAD, PITTSBURGH, PENNSYLVANIA 15220

To (Name) Mr. R. L. Schult
Division Metals Division
Location New York

Date October 30, 1975
Originating Dept. Metals - Pgh.
Chemicals and Non Ferrous
Answering letter date

Copy to Messrs.
N. G. Browne
R. J. Dominach
J. E. Lenahan
G. M. Lincoln
J. R. Loughlin
J. L. Myers
V. F. Parisi
F. F. O'Mara
E. C. Schwinger

Subject WEEKLY SALES COMMENTS

RECEIVED
NOV 4 1975
UCC-CALIDRIA

Vanadium Chemicals

Standard Oil of California has been testing various grades of our V_2O_5 for several years as a catalyst to be used in making maleic anhydride. They have now tested and approved the regular mesh size and chemical specifications of our h.p. V_2O_5.

The main use for maleic is in unsaturated polyesters. Supply-demand for maleic, excluding this recession year, is roughly in balance. Next year, as reported, Amoco will come in with a 60MM lb./year plant, using catalyst made by Calsicat with our h.p. V_2O_5.

For the past two years, Standard Oil of California has postponed making a decision on whether to build a maleic plant. They will carefully watch Amoco's entry. They have now set mid-1976 as the time of decision on a new plant. If they decide yes, it would take at least a year to build the plant. The necessary h.p. V_2O_5 would be 200M lbs., which would be shipped to them in 1977, a $930,000 order at todays prices.

N. J. Pappas

NJP/jca

UNION CARBIDE

Calidria ASBESTOS

UNION CARBIDE CORPORATION
MINING AND METALS DIVISION
P. O. BOX 'K', KING CITY, CALIF. 93930

SAMPLE ORDER

CUSTOMER'S NAME & SHIP TO ADDRESS:

Chevron Research Company
576 Standard Avenue
Richmond, CA 94802
Attn: Mr. Zoltan Sary

SHIPPER'S ORDER NUMBER 092101-S

SALESMAN TPN ✓

COPY TO CJB

DATE ENTERED:	DATE REQUESTED:	DATE SHIPPED:
9-21-77	9-22-77	9-22-77

SHIP FROM:	VIA:
King City, CA	UPS

THE FOLLOWING MATERIAL IS BEING SUPPLIED TO YOU WITHOUT CHARGE

PREPAID UNLESS OTHERWISE SPECIFIED

ITEM NO.	PRODUCT	NET WT.	GROSS WT.
	RG-110 (1 bag)	35 lbs.	42 lbs
	SG-210 (1 bag)	35 lbs.	42 lbs
	AUTOMOTIVE UNDERCOATING		
	ASPHALTICS.		

SPECIAL INSTRUCTIONS:

RECEIVED FROM:

ACCEPTED BY:

CAL-20

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asbestosclaims.law/library/15505/50

Chevron U.S.A. Inc.
P.O. Box 3758, San Francisco, CA 94119
Phone (415) 894-2757

Carol D. Croy
Buyer
Purchasing Department

Chevron Asphalt Company
4525 San Leandro Street, Oakland, CA 94601
Phone 533-0341

Peter E. Schultz
Plant Supervisor

Chevron U.S.A. Inc.
P.O. Box 3758, San Francisco, CA 94119
Phone (415) 894-5050/ 894-4234

Fred R. Anderson
Staff Contract Buyer
Manufacturing
Purchasing Department

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asbestosclaims.law/library/15505/51

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron Asphalt Co.
1520 Powell St.
Emeryville, Calif. 94608

INDUSTRY CLASSIFICATION: Asphalt Coatings

SALESMAN: T. Fletcher, H&C
R. E. Byrne
T. P. Norris

REGION: Western

DATE OF CALL: 9/1/76

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	X	

1/1/77 - Now known as Chevron U.S.A.

PERSONS INTERVIEWED: Joe Goodrich, Chemist
Rick Sales, Chemist

CALL OBJECTIVE: Review their progress with HPO

RESULTS OF CALL: We are still attempting to qualify as a major supplier to their seven asphalt coating plants. Initial work has been done with HPO, but with the reopening of the Calaveras Asbestos plant at Cooperopolis, and their lower cost 7R grade, priced at $105.00/ton, it was felt that our acceptance would be more likely with a lower grade and cost SG130. These samples have been sent to Joe Goodrich.

9/29 - Ben Tom Fletcher, See Jerri Paulsen, Chevron Research next trip. We could have several projects going.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEW, KC-FILE. NF-FILE
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

Calidria ASBESTOS

UNION CARBIDE CORPORATION
MINING AND METALS DIVISION
P. O. BOX 'K', KING CITY, CALIF. 93930

SAMPLE ORDER

CUSTOMER'S NAME & SHIP TO ADDRESS:

Chevron Asphalt Company
1520 Powell Street
Emeryville, CA 94608
Attn: Mr. Joe Goodrich

SHIPPER'S ORDER NUMBER 091001-S

SALESMAN TPN

COPY TO CJB

DATE ENTERED:	DATE REQUESTED:	DATE SHIPPED:
9-10-76	9-13-76	9-10-76

SHIP FROM:	VIA:
King City, CA	U. P. S.

THE FOLLOWING MATERIAL IS BEING SUPPLIED TO YOU WITHOUT CHARGE — PREPAID UNLESS OTHERWISE SPECIFIED

ITEM NO.	PRODUCT	NET WT.	GROSS WT.
	SG-130	2 lbs.	2 1/2 #

SPECIAL INSTRUCTIONS:

RECEIVED FROM:

ACCEPTED BY:

CAL-20

TO (NAME) LINDA GROGAN DATE 9/8/76

LOCATION K.C. FROM T. Nanni

SUBJECT Samples LOCATION L.B.

Please send 3# SG130 to

MR. JOE GOODRICH
CHEVRON ASPHALT CO.
1570 POWELL ST.
EMERYVILLE, CA 94608

REPLY IN SPACE BELOW.

DUPLICATE

SNAP OUT AND HOLD THIS COPY UNTIL REPLY RECEIVED. FORWARD BALANCE OF SET INTACT WITH CARBONS TO ADDRESSEE.

METALS DIVISION

CUSTOMER CALL REPORT 36132-2

CUSTOMER & LOCATION Chevron Asphalt Company
575 Market Street
San Francisco, California 94120

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 6/9/76

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

PERSONS INTERVIEWED: Bob Ayres, Purchasing

CALL OBJECTIVE: Attempt to salvage HPP potential sales.

Do not request specialties!

RESULTS OF CALL: The potential for HPP sales into their "Walk Top" asphaltic coatings is no longer being considered. The evaluation of HPO is being continued, but at this time, it appears Calaveras Asbestos, formerly Pacific Asbestos, Copperopolis, California is the strong contender. Calaveras is being distributed by Special Asbestos Company, Milwaukee, Wisconsin. They are being offered a 7R grade, longer than the Canadian 7R, but shorter than their 7M, @ $105.00/ton. FOB, plant. These are Pressure Pack units. Their original intention in evaluating the HPP was to, hopefully, reduce their already low dust emission, as J.M. was shipping Pressure Pack Units. Since the pellets don't work, they intend to stick with an already proven system, that being the Pressure Pack Units. Even if our price was close, we would also have to package in this manner. Nonetheless, until proven otherwise, we will continue to pursue this business.

7/9/76 - ordered 400 # HPO, evaluation.

FOLLOW-UP ACTION REQUIRED: We will continue to work closely through H&C.

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEL, KC-FILE. NF-FILE
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

TO (NAME) LINDA GROLAN DATE 5/25/76

LOCATION K.C. FROM T. NORRIS

SUBJECT Sampler LOCATION L.B.

Please send 5# HPP.

MILT SIMIC

415-237-4411 Ex 4746 CHEVRON RESEARCH CO.

576 STANDARD AVE

RICHMOND, CA 94802

DOT SAME = REPL AS LLOYD WINGARDS

REPLY IN SPACE BELOW.

Samples sent with HPO - RH 144 - RH 244

Use pressure pads in OAKLAND PLANT

not SHEENDEX.

DUPLICATE

SNAP OUT AND HOLD THIS COPY UNTIL REPLY RECEIVED. FORWARD BALANCE OF SET INTACT WITH CARBONS TO ADDRESSEE.

Calidria ASBESTOS

UNION CARBIDE

UNION CARBIDE CORPORATION
MINING AND METALS DIVISION
P. O. BOX 'K', KING CITY, CALIF. 93930

SAMPLE ORDER

CUSTOMER'S NAME & SHIP TO ADDRESS:

Chevron Research Company
576 Standard Avenue
Richmond, CA 94802
Attn: Milt Simic

SHIPPER'S ORDER NUMBER: 052802-S

SALESMAN: TPN ✓

COPY TO: CJB

DATE ENTERED:	DATE REQUESTED:	DATE SHIPPED:
5-28-76	6-1-76	5-28-76

SHIP FROM:	VIA:
King City, CA	UPS

THE FOLLOWING MATERIAL IS BEING SUPPLIED TO YOU WITHOUT CHARGE

PREPAID UNLESS OTHERWISE SPECIFIED

ITEM NO.	PRODUCT	NET WT.	GROSS WT.
	HPP	6 lbs.	7

SPECIAL INSTRUCTIONS:

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Calidria ASBESTOS

UNION CARBIDE

UNION CARBIDE CORPORATION
MINING AND METALS DIVISION
P. O. BOX 'K', KING CITY, CALIF. 93930

SAMPLE ORDER

CUSTOMER'S NAME & SHIP TO ADDRESS:

Chevron Research Company
576 Standard Avenue
Richmond, CA 94802
Attn: P & S Dept.

SHIPPER'S ORDER NUMBER: 052401-S
SALESMAN: TPN
COPY TO: CJB
P.O. #HRD-3798NC

DATE ENTERED:	DATE REQUESTED:	DATE SHIPPED:
5-24-76	5-24-76	

SHIP FROM:	VIA:
King City, CA	Delta Lines

THE FOLLOWING MATERIAL IS BEING SUPPLIED TO YOU WITHOUT CHARGE | PREPAID UNLESS OTHERWISE SPECIFIED

ITEM NO.	PRODUCT	NET WT.	GROSS WT.
	HPO (2 bags)	80 lbs.	85 lbs

SPECIAL INSTRUCTIONS:

RECEIVED FROM:

ACCEPTED BY:

CAL-20

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron Asphalt Company, 4525 San Leandro Street, Oakland, California 94601

INDUSTRY CLASSIFICATION: Asphalt Coatings

SALESMAN: T. Fletcher, H & C; R. E. Byrne; T. P. Norris

REGION: Western

DATE OF CALL: 4/21/76

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

PERSONS INTERVIEWED: L. C. Wingerd, Technical Director
Bob Ayres, Purchasing
Jack Anderson, Environmental Lab

CALL OBJECTIVE: Attempt to motivate their decision in using HPP

RESULTS OF CALL: As reported earlier, the trial using HPP in their "Walk Top" asphaltic coatings was successful except that production time increased some 50%. The options laid out by us to improve this production time were generally not well accepted. These include presoaking the HPP overnight, or going to high-speed shear mixing equipment. The only option remaining for them is to run trials using HPO. T. Fletcher is to supply the sample. A letter covering our problem and options has been forwarded to Lloyd Wingerd, Bob Ayres, and the production Superintendent, J. F. Aldrich. After they review the various data, including the recent dust count with HPP, they are to hopefully make a decision to go to either HPP or HPO.

A tour of their new Environmental Lab was conducted by Jack Anderson. In this lab all products produced by the Standard Oil Companies are tested for short and long term effect on Rats and Rabbits. It is a highly sophisticated and expensive operation.

5/11/76 - per Bob Ayres - nothing to report.

5/11/76 - no record of letter. Lloyd Wingerd is unable to check and advise. He called back, and said they were [illegible] toward another source, more attractive. As that worked there would be no further interest.

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

New source is located at [illegible] Copperopolis - to date they have not scheduled a trial, although it is due to happen. HPO price can be best!

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: [illegible] R. L. Schult, J. E. Lenahan

CALIFORNIA ASBESTOS LTD.

UNION CARBIDE CORPORATION
100 OCEANGATE, LONG BEACH, CALIFORNIA 90802

April 29, 1976

Mr. L. C. Wingerd
Chevron Asphalt Company
1520 Powell Street
Emeryville, California 94608

Dear Lloyd:

Thank you for the time spent with our Mr. R. E. Byrne, Mr. Tom Fletcher and myself on April 20th. As previously discussed, the following data should be useful in determining which of our two "Calidria" Asbestos grades, High Purity Open (HPO), or High Purity Pellets (HPP), will be useful in your formulations.

Since your recent trial in using the High Purity Pellets resulted in extended mixing cycles, the options to improve this time period are these: alter the production system to accommodate the HPP, by using high speed mixing equipment, or overnight presoaking of the HPP in either water or oil; or use the High Purity Open that is known to be compatable within your system. You may also wish to assess a dollar valuation on the use of HPP with its longer mix cycle, but offset by its lower cost and lower freight rates. It's possible one would negate the other, and the use of HPP should provide a cleaner plant.

Consideration should also be given between the dust count normally obtained using Canadian Asbestos verses the count obtained during the recent trial using HPP. If there is not a significant difference between the two, then the High Purity Open should be utilized because of better all around economics. These include promixity to our King City, California plant, (200 miles); HPO should affect a more efficient use of the fiber, figure on a 75-85% substitution rate; and finally, during a period of potential shortage of certain Canadian grades, we offer a more than adequate ore reserve, calculated to last some four thousand years at present usage.

Below are listed the current freight rates from our King City, California plant to your Oakland, California plant:

Rail

HPO - 83,200#
King City, to Los Angeles, to Oakland
$2.09/Hundred

HPP - 120,000#
King City, to Los Angeles, To Oakland
$1.22/Hundred

Truck

HPO, Class 55, 40,000# Rate on 27,000#
$1.00/Hundred, plus 1% Total weight, plus $2.85

HPP, Class 35, 41,000# Rate on 40,000#
$ .85/Hundred, plus 1% Total weight, plus $2.85

Please let me know if we can supply additional information or material for evaluation. Thank you for your interest in "Calidria" products.

Very truly yours,

T. P. Norris

C.C. Mr. Peter E. Schultz, Oakland, California
Mr. J. F. Aldrich, San Francisco, California
Mr. Bob Ayres, San Francisco, California

TPN:nw

UNION CARBIDE

UNION CARBIDE CORPORATION
100 OCEANGATE, LONG BEACH, CALIFORNIA 90802

PETER E SCHULTZ
CHEVRON ASPHALT CO.
4525 SAN LEANDRO ST.
OAKLAND, CA 94601

J. F. ALDRICH
CHEVRON ASPHALT CO.
575 MARKET ST.
SAN FRANCISCO, CA 94120

L. C. HOWARD
CHEVRON ASPHALT CO.
1520 POWELL ST.
EMERYVILLE, CA 94608

BOB AYERS
CHEVRON ASPHALT CO.
575 MARKET ST.
SAN FRANCISCO, CA
94120
415-894 ~~7960~~ 4673

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, Safety Engineer, Process Engineer, and Industrial Hygiene Officer to run dust counts, Tom Fletcher 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.

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: MCT; JEL; SC-File; MT-File
R. L. Schult, J. E. Lenahan - KER

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UNION CARBIDE

Calidria ASBESTOS

UNION CARBIDE CORPORATION
MINING AND METALS DIVISION
P. O. BOX 'K', KING CITY, CALIF. 93930

SAMPLE ORDER

CUSTOMER'S NAME & SHIP TO ADDRESS:

Chevron Asphalt Company
4525 San Leandro Street
Oakland, CA 94601
Attn: Lou Glogovac

SHIPPER'S ORDER NUMBER 031901-S

SALESMAN TPN

COPY TO CJB

DATE ENTERED:	DATE REQUESTED:	DATE SHIPPED:
3-19-76	3-19-76	3-19-76

SHIP FROM:	VIA:
King City, CA	California Motor Express

THE FOLLOWING MATERIAL IS BEING SUPPLIED TO YOU WITHOUT CHARGE — PREPAID UNLESS OTHERWISE SPECIFIED

ITEM NO.	PRODUCT	NET WT.	GROSS WT.
	HPP (4 bags)	200 lbs.	
	3/25. T12.2c –		
	attended by several Chevron people,		
	Rick Sales & Plant Superintendent, Jack		
	Anderson; Process Engineer Safety		
	& Industrial Hygienist Steve Hug also		

SPECIAL INSTRUCTIONS:

Pellets
this was dust Cont't, took about
10 minutes longer. Masterbatch.

RECEIVED FROM:

ACCEPTED BY:

CAL-20

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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XX R. L. Schult, J. E. Lenahan

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Calidria ASBESTOS

UNION CARBIDE CORPORATION
MINING AND METALS DIVISION
P. O. BOX 'K', KING CITY, CALIF. 93930

Western Lab.

CUSTOMER'S NAME & SHIP TO ADDRESS:

Chevron Asphalt Company
1520 Powell Street
Emeryville, CA 94608
Attn: Mr. Joe Goodrich 415-652-7887

SAMPLE ORDER

SHIPPER'S ORDER NUMBER 110401-S
SALESMAN TPN
COPY TO CB

DATE ENTERED:	DATE REQUESTED:	DATE SHIPPED:
11-4-75	11-5-75	11-5-75

SHIP FROM:	VIA:
King City, CA	CME

THE FOLLOWING MATERIAL IS BEING SUPPLIED TO YOU WITHOUT CHARGE | PREPAID UNLESS OTHERWISE SPECIFIED

ITEM NO.	PRODUCT	NET WT.	GROSS WT.
	HPP (1 bag)	50 lbs.	55 #

11/21 - wants to write spec around HPP. 3 West Coast Plants - how do we get balance of Eastern Plants.

11/24 - Talked to Jim - sent literature & price trying to schedule production test.

SPECIAL INSTRUCTIONS:

12-3 - HPP would be used in "WALK-TOP" an asphaltic for School playground appl. additional plants are in Community. Mobile, Baltimore, Connecticut.

RECEIVED FROM:

ACCEPTED BY:

CAL-20

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REPORT OF CALL

Calidria ASBESTOS

: for R. E. Byrne
W. C. Thurber
J. E. Walsh
KC-File
NF-File

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

By T. P. Norris

Date 6-18-75

Full Name	CHEVRON ASPHALT CO.	Interviewed	
Address	555 Market St. San Francisco, Ca 94105		Bob Ayres, Buyer
Mfrs. of	Emeryville, Ca. Plant		Lloyd Wingerd, T. D.

An encourging call with Lloyd Wingerd. He continues to be interested in HPP for asphaltic Coatings both road and roof. My first presentation to him some months ago proved to be a debate on our classification of grades vs. the Canadian Bauer-McNett Wet Classification. He could not understand how we hoped to sell him when our spec. sheet on HPP-HPO, vs. 7 M were entirely different. This meeting showed much improvement; he has run his own Bauer-McNett test on HPP and is encourged at the relults. Although our fibers are classed as shorts this test method closely matches those of 7M. He will continue to do work and a trial order will be solicited from their S. F. office. They appartenly have a dust problem, as the pellets seem to be the way they want to go. Potential volume at their 3 plants located at Portland, Ore, Oakland & El Segundo, Ca. is 2 C/L, each plant/year.

Baltimore
Mobile
Cincinnati
Connecticut
Florida or Houston

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Chevron Asphalt Company
555 Market Street, San Francisco, CA 94105
Phone (415) 894-0761

PECK Emeryville Plant
E. L. Bond
Operations Specialist Lloyd Wing Eco, T.D.

Bob Ayres, Buyer

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CHEVRON ASPHALT CO.
555 MARKET ST.
S.F. 415-894-4681
BITUMEN-ASPHALTIC ADHESIVES

T.D. C.E. WATSON

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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CC for
T. Fletcher
F. H. Larrison
R. T. Larkin
J. L. Myers
T. P. Norris
J. W. Rawlings
J. R. Stickney
G. L. Vessels
NF-File

Carbide and Carbon

UNION CARBIDE CORPORATION

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

T. Fletcher,
R. T. Larkin &
By R. E. Byrne

Date 2/22/71

Asphalt Products

Full Name Chevron Asphalt Address 1520 Powell St. Emeryville, Calif. 94608 Mfrs. of	Interviewed Mr. W. J. Kari - Tech. Coordinator West

OBJECTIVE

Determine potential for Calidria Asbestos.

DISCUSSION

Chevron supplies asphalt products and a line of coatings, particularly traffic marking paints. They use 7R Canadian grades in asphalt products. He expressed some interest in Calidria RG-110, but he decided to review our literature and let H&C know if he required samples.

FUTURE ACTION

Continual follow-up by H&C.

4/15/75- Turned to Bond, no word from labs.
12/75- no word to date.

Plants in Portland, Ore, Oakland, & El Segundo, Ca.

Typed 3/1
/cv

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Chevron

Chevron U.S.A. Inc.
575 Market Street, San Francisco, CA 94105
Phone (415) 894-4680

W. J. Kari
Manager, Product Development and Technical Services
Asphalt Division

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Inc Emeryville Ca

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 8/15/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Lloyd Winchell, Chemist
Caron Croy, P.A. San. Fran

CALL OBJECTIVE: Routine

RESULTS OF CALL: DOT regulations were explained and future shipments will be Closed Van rather than Flat Bed, 20 pallets will be shipped in 2 27' trailers, pallet overwrap but no bag wrap.
Driveway Asphalts evaluations using HPO versus TM. Continue. Chevron has agreed that we do not have to pass the TM Quebec Standard test for grading, which we do not pass, and that evaluations will continue on a pass or fail basis. So far these test looks promising.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron, U.S.A. San Francisco, Ca INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL Various

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Carol Croy - P.A.

CALL OBJECTIVE: Routine

RESULTS OF CALL: HPO has just been appointed as a replacement for JM-7M in Driveway Sealers. Although we had failed their initial evaluation (letter attached) they agreed to re-evaluate as the Wet Volume Constant Settling did meet their specifications. It appears as though this test is of greater importance to them than the Sieve Size test. Another meeting is being set up to determine volume for 1980, Although some time ago 7 plants located in California, Ohio, Maryland, Alabama & Connecticut were estimated to use some 700-800 ton 7M.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JLM ✓ JRL:[redacted]:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

CUSTOMER CALL REPORT

CHEVRON - 3 LOCATIONS
RICHMOND, EMERYVILLE

CUSTOMER & LOCATION SAN FRANCISCO, CA INDUSTRY CLASSIFICATION ASPHALT COATINGS

SALESMAN T. P. Norris REGION Western DATE OF CALL 4/16-17/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: DICK FERM, RESEARCH } RICHMOND, CA
B. SARRY, RESEARCH }
J. FORD, EMERYVILLE
C. CROY, PURCHASING, SAN FRAN.

CALL OBJECTIVE: Routine

RESULTS OF CALL:

RICHMOND: Informed that new feed stock, North Slope Oil, has higher Sulfur Content than former feed stock, which is making problems with HPO. Problem exist in Plastic Cement but we are still OK. in asphalt Asbestos Roof Coating & Aluminum asphalt Asbestos Roof Coating. Dalton Center to work on problem with Combustion: RA 244 & HPO.

EMERYVILLE: John informed me we had failed initial Quebec Standard test on Sieve Size HPO not retained on screen as in JM 7M. Asked him to evaluate was not on JM spec but on performance. He will Continue to work with HPO for driveway & Road asphalts.

FOLLOW-UP ACTION REQUIRED:

SAN FRAN: Carol confirmed problem with Richmond plant. She is doing all she can so that we realize all Chevron Asbestos Business. Efforts will Continue.

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CALIDRIA ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Inc. Emeryville Ca

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 8/15/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Lloyd Winfield, Chemist
Carol Croy, P.A. San. Fran

RECEIVED
SEP 13 1979
UCC-CALIDRIA
NIAGARA FALLS, N.Y.

CALL OBJECTIVE: Routine

RESULTS OF CALL: DOT regulations were explained and future shipments will be Closed Van Latter then Flat Bed, 20 pallets will be shipped in 2 27' trailers, pallet overwrap but no bag wrap.
Driveway Asphalts evaluations using HPO versus TAP Control. Chevron has agreed that we do not have to pass the TM Quebec Stain test for grading, which we do not pass, and that evaluations will continue on a pass or fail basis. So far these test looks promising.

FOLLOW-UP ACTION REQUIRED:

4

TO PERMANENT FILE ☐ TO PERMANENT FILE ☐

CUSTOMER CALL REPORT

CHEVRON, U.S.A. INC.

CUSTOMER & LOCATION EMERYVILLE, CA INDUSTRY CLASSIFICATION ASPHALT COATINGS

SALESMAN T. P. Norris REGION Western DATE OF CALL 5/24/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: GEORGE SAPP - R&D MGR.
LLOYD WINKLER - CHEMIST.

CALL OBJECTIVE: Routine.

RESULTS OF CALL: This meeting was to encourage Chevron that although HPO has failed their spec. for replacement of #4 grades 7M & 7R, (Ro-Tap Shaker), it was within spec on Wet volume Constant settling for 7M, the particular grade we are attempting to replace with volume of 700-800 ton/year. The fact that they are using HPO in their Roof Coatings at the Richmond plant was emphasized as well as the proximity of King City to many of their plants. Mr. Sapp agreed to Control Lab work w/ HPO and is ready are encouraging to order a production trial.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:[illegible]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

CUSTOMER CALL REPORT

STOMER & LOCATION Chevron U.S.A. Research Lab. Emeryville, CA

INDUSTRY CLASSIFICATION Asphalt Coatings

LESMAN T. P. Norris REGION DATE OF CALL

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

ERSONS INTERVIEWED: John Ford

LL OBJECTIVE: Routine

ESULTS OF CALL: John advised that various lab work with several grades of Calidria, are looking good with one application having received production approval. That application is the use of RC 110 in Semi-Gloss Paint Coatings. Other projects continue their course and we were asked to be patient and stay in touch.

LLOW-UP ACTION REQUIRED:

PIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEW, KC-FILE. NF-FILE ×
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: CHEVRON RESEARCH CO.
Richmond, CA 94802

INDUSTRY CLASSIFICATION: GREASE

SALESMAN: T. P. NORRIS REGION: WESTERN DATE OF CALL: 12/17/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS ☐ Health & OSHA Information Blue Book

☐ Dust Count Report ☐ Other, specify below

PRODUCTS DISCUSSED: Asbestos

PERSONS INTERVIEWED: K. A. Frost, Sr. Research Associate
P. F. Vartanian, Research Chemist
J. E. Stemke, Research Chemist

CALL OBJECTIVE:

Discuss RG-244 potential in Greases.

RESULTS OF CALL:

Ken Frost opened the meeting by asking what was new in the carcinogen business. I went through the usual safe handling and OSHA discussions but not sure he really believed what he heard. The RG-244 story was presented and what data we have on its used in non-soap greases.

Chevron purchases only soap greases with selected formulation in polyurea and synthetics. They do not use Cab o Sil nor asbestos. Chevron would have some interest if we were to improve dropping point in soap grease.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: x G.M.C.
REB:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron USA Richmond Ca

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 11/14/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Dick Fern, Chemist
Zolton Saary, Chemist

CALL OBJECTIVE: Routine

RESULTS OF CALL: although HPO has been approved in their Driveway Sealer, the season has ended, and we will not see business in this market until 1980.
Interest has again surfaced using SC 210 in Auto Undercoating. Zolton Saary is working on this project and so far the results, as expected, are encouraging. This is not the first time SC 210 has caught their interest in this appl. A few years ago similar interest ran high, but the powers to be Cannot make up their mind to expand their Undercoating which at present is confined to the West Coast. The reason for the expected change is that the present Canadian TR causes undue wear of spray tips in pressure guns.

FOLLOW-UP ACTION REQUIRED:

JLM

COPIES TO: JPL · ~~RCC~~ · JEW · KC-FILE · NE-FILE

NE PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron, USA
4525 San Leandro Street
Oakland, CA

INDUSTRY CLASSIFICATION: Asphalt Driveway Sealers

SALESMAN: T. P. NORRIS REGION: WESTERN DATE OF CALL: 6/26/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Jim Samson, Plant Manager

PRODUCTS DISCUSSED: Asbestos

CALL OBJECTIVE:

Routine

RESULTS OF CALL:

The driveway sealer business is very slow. They are still working off their first T/L HPO and so far appear to have avoided the problems that have bothered customers in Southern California. This can be attributed to their research lab's long history of working with HPO in other formulations such as roof coatings.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: REB:GRL:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Oakland, CA

INDUSTRY CLASSIFICATION Driveway Sealers

SALESMAN T. P. Norris REGION Western DATE OF CALL 4/13/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Jim Samson - Plant Manager

CALL OBJECTIVE: Routine

RESULTS OF CALL:

This is one of the producing locations for asphalt driveway sealers. They are now using the HPO - replacing Calaveras 7R for about 10 days, and so far results seem to indicate that HPO is a viable alternate for 7R. We asked that future T/L releases be phoned to King City with 2-4 weeks lead time.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:JLM:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A., Inc.
Asphalt Division
1955 Chesapeake Avenue
Baltimore, MD 21226

INDUSTRY CLASSIFICATION: Asphalt Coat.

SALESMAN: Gordon L. Dickson & Tom Norris

REGION: Eastern

DATE OF CALL: 10/20/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:

Loren VanBrackle - Purchasing agent
Robert Bellamy - Technical Director

CALL OBJECTIVE:

Review possible applications for "Calidria" asbestos

RESULTS OF CALL:

No lab work being done here at this time as their entire operation is being moved to their R&D lab in California. Was not able to obtain any information on their work with RG-110 in an acrylic tennis court topping which was carried out last year.

FOLLOW-UP ACTION REQUIRED:

Very little opportunity of gaining any sales here, especially since all their R&D work will now be alone on the west coast. However, Tom will follow up once Bob gets established in his new position.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

:0/22/80

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A. Inc.
1955 Chesapeake Avenue
Baltimore, MD 21226

INDUSTRY CLASSIFICATION: Asphaltic Coatings

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 9/11/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:

Robert Bellamy - Chemist
Loren VanBrackle- Purchasing

CALL OBJECTIVE:

Review status of RG-110 in an acrylic tennis court topping.

RESULTS OF CALL:

Obtained two different reports on the RG-110 containing tennis court topping. Bob said it turned out to be a good product, but that marketing had dropped the ball and that it had been shelved. Loren's opinion was quite the opposite as he said that the coating didn't stand up under the high humidity and extreme temperature conditions that prevail in this area. Whatever the reason it appears that we lost out here as they have no program that involves RG-110.

FOLLOW-UP ACTION REQUIRED: Drop effort.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

dal 9/25/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Research Lab. Emeryville, CA

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION _____ DATE OF CALL _____

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: John Ford

CALL OBJECTIVE: Routine

RESULTS OF CALL: John advised that various lab work with several grades of Calidria, are looking good with one application having received production approval. That application is the use of RH 110 in Semi Coat Coatings. Other projects continue their course and we were asked to be patient and stay in touch.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEW, KC-FILE. NF-FILE ×
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron, U.S.A. Inc. Emeryville, Ca

INDUSTRY CLASSIFICATION: Asphalt Coatings

SALESMAN: T. P. Norris REGION: Western DATE OF CALL: 5/24/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: George Sapp - R & D Mgr.
Lloyd Winkler - Chemist.

CALL OBJECTIVE: Routine.

RESULTS OF CALL: This meeting was to encourage Chevron that although HPO has failed their Spec. for replacement of JM grades 7M & 7R, (Ro-Lap Shaker), it was within spec on Wet volume Constant settling for 7M, the particular grade we are attempting to replace with volume of 700-800 ton/year. The fact that they are using HPO in their Roof Coatings at the Richmond plant was emphasized as well as the proximity of King City to many of their plants. Mr. Sapp agreed to Control Lab work w/ HPO and is closely are encouraging to order a production trial.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A. Inc. Emeryville Ca. INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 8/15/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Lloyd Winfield, Chemist
Caron Croy, P.A. San. Fran

RECEIVED
SEP 13 1979
UCC-CALIDRIA
NIAGARA FALLS, N. Y.

CALL OBJECTIVE: Routine

RESULTS OF CALL: DOT regulations were explained and future shipments will be closed Van Latter then Flat Bed, 20 pallets will be shipped in 2 27' trailers, pallet overwrap but no bag wrap.
Driveway Asphalts evaluations using NPCA versus TM. Continue. Chevron has agreed that we do not have to pass the TM Quebec Stirred test for grading, which we do not pass, and that evaluations will continue on a pass or fail basis. So far these test looks promising.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:[illegible]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A., Inc.
555 Market Street
San Francisco, CA 94105

INDUSTRY CLASSIFICATION: Asphalt Roof Coatings & Sealers

SALESMAN: Gordon L. Dickson w/Tom Norris

REGION: Commercial

DATE OF CALL: 4/15/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Jens V. Jensen - Buyer

CALL OBJECTIVE: Assume account responsibility

RESULTS OF CALL:

HPO was approved by their western laboratory in Chevron's driveway sealers as a replacement for JM 7R in November, 1979. A subsequent production run, however, was not successful and the project has been on hold since then. Our conversation with Jens indicated that our inability to compete with the JM material is now academic as Chevron expects to withdraw from the asphalt sealer market within a few months.

HPO also was approved at one time for use in their asphalt roof coatings but has since been dropped as their production people feel it is too dusty compared with the Canadian pressure packed material. Jens promised to check on whether or not the situation has changed.

FOLLOW-UP ACTION REQUIRED:

GLD - Very little opportunity for sales here. A follow up call will be made on Jens the next time in the area.

COPIES TO: REB:GML:TPN:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

dal 4/21/82

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A. San Francisco, CA

INDUSTRY CLASSIFICATION: Asphalt Coatings

SALESMAN: T. P. Norris REGION: Western DATE OF CALL: 4/13/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Larry Marcone - Buyer

CALL OBJECTIVE: Routine

RESULTS OF CALL:

Chevron has purchased their 1st T/L HPO for use in driveway sealers. It is hoped that other plants on the west coast will begin buying soon and that their usage will develop into steady monthly purchases.

A price list and specification sheet on RG-110 was also requested. It is expected that this inquiry was for either the tennis court coating or for the automotive undercoating application.

FOLLOW-UP ACTION REQUIRED:

Continue normal calls.

COPIES TO: JRL:JLM:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron U.S.A., Inc. San Francisco, Ca

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 1/11/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Larry Marcone, Buyer

CALL OBJECTIVE: Routine

RESULTS OF CALL: HPO has been approved as a replacement for J.M. 7R in driveway asphalt sealers. Volume should be about 250 ton/year. Although this application represents new business here, total volume will not increase. This is because we lost the 250 ton/year HPO business in roof coatings, because of packaging problem. Our entry into driveway asphalt business with Chevron should help us at other locations, because of Chevron's position as a leader in their field.

FOLLOW-UP ACTION REQUIRED:

Maintain regular calls

COPIES TO: JRL:JLM:JEW:KC-FILE:NF-FILE

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Chevron, U.S.A. Inc. San Francisco Ca

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 5/17/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED: Tech Cons

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Carol Croy - P.O.
Zoltan Sabry - Research

CALL OBJECTIVE: Routine

RESULTS OF CALL: We received a HPO, T/L order for shipment late this month but packaged in a manner not specified by Chevron. Their requirements are for pallet overwrap only, and we have 20 pallets 2 bag & pallet wrap. Their usual practice is to place pallets in a large heated room, slit the ~~bag~~ pallet wrap open and drive off the moisture. The bag wrap means additional handling & labor cost to them that they would just as soon not have. They have agreed to accept this load, but are placing us on notice that they may not be so accommodating the next time.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL: ~~JLM~~ JLM: ~~JEW~~ X: JEW: KC-FILE: NF-FILE NF PERMANENT FILE ☐

CUSTOMER CALL REPORT

CHEVRON - 3 LOCATIONS
RICHMOND, EMERYVILLE

CUSTOMER & LOCATION SAN FRANCISCO, CA INDUSTRY CLASSIFICATION ASPHALT COATINGS

SALESMAN T. P. Norris REGION Western DATE OF CALL 4/16-17/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: DICK FERN, RESEARCH } RICHMOND, CA
B. SARRY, RESEARCH }
J. FORD, EMERYVILLE
C. CROY, PURCHASING, SAN FRAN.

CALL OBJECTIVE: Routine

RESULTS OF CALL:

RICHMOND: Informed that new feed stock, North Slope Oil, has higher Sulfur Content than former feed stock, which is making problem with HPO. Problem exist in Plastic Cement but we are still OK. in asphalt Asbestos Roof Coating & Aluminum asphalt Asbestos Roof Coating. Is alton Centum to work on problem with Combustion RA 244 & HPO.

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FOLLOW-UP ACTION REQUIRED:

SAN FRAN: Carol confirmed problem with Richmond plant. She is doing all she can so that we realize all Chevron Asbestos Business. Efforts will Continue.

COPIES TO: JRL:REB:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

CUSTOMER CALL REPORT

CHEVRON, U.S.A.

CUSTOMER & LOCATION San Francisco, Ca INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 4-8-80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Dust Count Report
- ☐ Health & OSHA Information Blue Book
- ☐ Other, specify below

PERSONS INTERVIEWED: Carol Croy - P.A.

CALL OBJECTIVE: Routine

RESULTS OF CALL: HPO has just been approved as a replacement for JM-7M in Driveway Sealers. Although we had failed their initial evaluation (letter attached) they agreed to re-evaluate as the Wet Volume Constant Setting did meet their specification. It appears as though this test is of greater importance to them than the Sieve Size test. Another meeting is being set up to determine volume for 1980, Although some time ago 7 plants located in California, Ohio, Maryland, Alabama & Connecticut were estimated to use some 700-800 ton 7M.

FOLLOW-UP ACTION REQUIRED:

JLM ✓

COPIES TO: JRL:[redacted]:[redacted]:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐