UNION CARBIDE CORPORATION • 100 OCEANGATE, LONG BEACH, CALIFORNIA 90801

To (Name) R. E. Byrne, Jr.
Division Metals Division
Location Niagara Falls, NY

Date December 17, 1982
Originating Dept. Market Development
Answering letter date

Copy to W. C. Thurber, Danbury
G. M. Lincoln, Pittsburgh
D. F. Kapral, Niagara Falls
G. L. Dickson, Niagara Falls
J. E. Walsh, Atlanta
B. L. Ingalls, Niagara Falls
J. L. Myers, King City

Subject PRODUCTION TRIAL
INTERNATIONAL BUILDING PRODUCTS
NEW ORLEANS, LOUISIANA

PLAINTIFF'S EXHIBIT
UC-256

On November 18th, a trial was conducted at International Building Products using 7 drums SG-100 Filter Cake in asbestos/cement sheet. The attempt was to replace a 10% asbestos formulation of 2/3's Grade-6, and 1/3 Grade-7, with 14% SG-100 Filter Cake. This replacement formulation was based on the results provided by the Ontario Research Foundation, Ontario, Canada. Their results on Bauer McNett testing of Filter Cake indicated a UCC Canadian equivalent of 6-D or 5-R. However, the production trial indicated that the results of that test were not applicable to our fiber.

The production trial was made on a 1/4", 4' x 10' asbestos/cement sheet. Under normal production conditions (2/3's Grade-6, 1/3 Grade-7) the sheet is released from an accumulator roll every 12 & 1/2 seconds onto a moving screen. In our evaluations, more often than not, the sheet did not remain together once it left the accumulator roll. The inability to successfully form a sheet is called poor Wet-Strength or Green-Strength. This is caused by the asbestos fiber having insufficient length to hold the sheet together. To overcome our poor Wet-Strength and to produce an acceptable sheet, machine speed was decreased and a sheet was then formed every 25 seconds vs. the norm of 12 & 1/2 seconds. This is not acceptable to International Building Products.

Although we had failed the production evaluation there was still some optimism that on the product successfully produced the strength test would indicate a high modulus because of our higher than average surface area of 29,000 cm^2/g. However, on December 9th, the results of the strength test became available, and the results parallel the data from Ontario Research Foundation.

These results indicate that the data from Ontario Research Foundation and the actual testing of finished product at International Building Products that the SG-100 Filter Cake produces an A/C sheet with a strength value of less than a Canadian 7D. This indicates that we cannot be the sole asbestos in this large volume application. We could be a source for the Canadian 7D, but according to International Building Products they are purchasing that grade at a delivered price of $238.00/ton. That price shows the result of heavy discounting, because of high inventories, as the 1981 published price of 7D is $250.00/ton, F.O.B., Canada.

A second trial is to be held in mid-January using the balance of 3 drums Filter Cake and one ton SG-103. This production trial will be made on "Monolithic Board". Machine speeds are slower, sheets are thicker and several are laminated together to form a finished product 1" thick. End use is laboratory counter tops. Normally, Canadian 7D is used in this formulation. However, International Building Products does not anticipate the previous production problems. The volume of asbestos used in this application is much smaller than that used in the A/C sheet.

The continuing research work currently under investigation in Niagara Falls on Overburden, Ore & Tailings could prove to be applicable in this market area. Its use could be as a low cost filler to compete with Canadian 7D. Of course, this would all have to be proved in both Ontario Research Foundation and actual successful production trials.

T. P. Norris

TPN:vc

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CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION INTERNATIONAL BUILDING PRODUCTS ASBESTOS CEMENT
NEW ORLEANS, LA 70175 SHEETS

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 10/18/84

PERSONS INTERVIEWED: MIKE HOMEIAK, TECHNICAL MANAGER
RAY PLAUCHE, VICE-PRESIDENT, PRODUCTION

CALL OBJECTIVE: Renew interest in filter cake/pellets.

RESULTS OF CALL:

Our last contact with IBP was the production trial on November 18, 1982 (copy attached). Since that time repeated attempts to schedule a promised second trial were to no avail. At one point I had schedule an appointment through Mr. Plauche's secretary, made the necessary airline and hotel reservations, only to receive a telephone call from Mr. Plauche's secretary not to come down as he was not available to see me. This call was to determine what our future course of action was to be.

The recent recession has not been good for IBP. Their production has been reduced from 15 shifts/week to 5 shifts/week. Substantial personnel reductions have taken place and the staff has been cut to the bone. When they were operating with 15 shifts/week, Mr. Plauche's position was that of administration, but now at 5 shifts/week he has assumed an operating function in the plant. This explains why he was never able to see me when I attempted to schedule periodic visits.

Although they have had successful production trials using the Wet Milling Process from Transpacific Asbestos, Australia, they have not had further contact with this company. Their trials were conducted two years ago. The Wet Milling Process is Patented and produces a product similar to our own Filter Cake.

On-going evaluations to produce product which is asbestos-free are continuing. The normal replacements i.e., P.E. and P.P. filter as well as acrylic fibers, have been evaluated without success.

Our present position is that with production at an all-time low, new product evaluations to qualify as a supplier have simply not received a high priority. We have not been written off, but delayed until their business turns around.

FOLLOW-UP ACTION REQUIRED: Maintain periodic contact.

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