METALS DIVISION

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT
UC-333

CUSTOMER & LOCATION: Ashland Oil Company, 22nd & Front Street, Ashland, KY 41101

INDUSTRY CLASSIFICATION: Coatings

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 1/14/76

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Leo Pendel: Mac's Lab Supervisor
Joe Holtzapfel: Tectyl Lab Supervisor
Bob Dobson: Tectyl Lab Chemist
Harold Honaker: Chemical Laboratory Supervisor

CALL OBJECTIVE: Routine call on SG-210 &RG-244 user.

RESULTS OF CALL: No problems with either product. Good discussion with Harold Honaker on OSHA regulations and dust monitoring procedures. He has offered to send us a few samples which he has counted as an informal interlaboratory check. They are concerned about the new regulations but feel they can meet the 2 and 5 fiber requirements. At this time, the Tectyl group is the only one using abestos in their division. Most, if not all, is ours.

MISC. - Also attended local ACS meeting with three of these men. Speaker was George Elder (South Charleston Lab) who gave a very good talk on "in-plant corrosion."

FOLLOW-UP ACTION REQUIRED:

GLD: Normal visits (2-3 times per year).

HBR: Will give you dust samples when they arrive.

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

Typed 1/15/76 cjb

Union Carbide trial exhibit UC-333: Gordon L. Dickson Call Reports on Ashland Oil and Ashland Chemical, Ashland... Published by AsbestosClaims.Law
ACL Doc 15585 · Page 1 of 3 asbestosclaims.law/library/15585/1

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Ashland Chemical Company Ashland, KY

INDUSTRY CLASSIFICATION Coatings

SALESMAN Gordon L. Dickson REGION Eastern DATE OF CALL 8/3/76

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.
--	--						X

Other:

PERSONS INTERVIEWED:

Joe Holtzapel - Tectyl lab Supervisor
Bob Dobson & Steve See - Tectyl lab Chemists
Leo Pendel - Mac's Lab Supervisor
Andrew Lazarich - Corporate purchasing

CALL OBJECTIVE: Discuss future RG-244 & SG-210 purchases

RESULTS OF CALL: As previously indicated by Fred Cook (chemical buyer, Columbus, Ohio) Ashland is going to stop using asbestos in their products. Decision based on the new OSHA regulations, criticism from their labor unions and workers, and the possibility of legal suits in the future. Formulations containing 244 & 210 have been revamped so as not to contain asbestos and, although they lack some of advantages of the asbestos containing products, they will be the only ones used after next month.

Reviewed conversation between John Myers & Andrew Lazarich relating to possible sales of 210 to their two European plants. Again the outcome was not to encouraging as he felt that their experience last year with our fiber had indicated a technical problem plus the fact that the overseas operations were to phase out asbestos by June of 1977.

FOLLOW-UP ACTION REQUIRED: Drop unless someone has a good suggestion.

GLD - Send bag sample of UCAR silica to Leo Pendel

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ASHLAND CHEMICAL COMPANY

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