SUITE 205
1740 WEST BIG BEAVER ROAD
TROY, MICHIGAN 48084

PHONE (313) 643-9280

Manufacturer's Agent
Distributor

September 29, 1982



CALLASBESTOS

I. Introduction: The evolution of the LTX series of thixotropes.

- A. John Meyers and Ed Kleber of Union Carbide and their suggestions.
- B. A.T. Callas Company as powder distributors and the need for product developement for safer handling in the asbestos area.
- C. Initial goals to increase and maintain calidria sales through distribution of powder and paste.

II. Product Developement: Our capabilities.

- A. LTX- liquid thixotrope
- B. The current vehicles and potential vehicles for paste accounts.
- C. Cost comparison, packaging, lead time, and general information.

III. Marketing: Our efforts over the last three years.

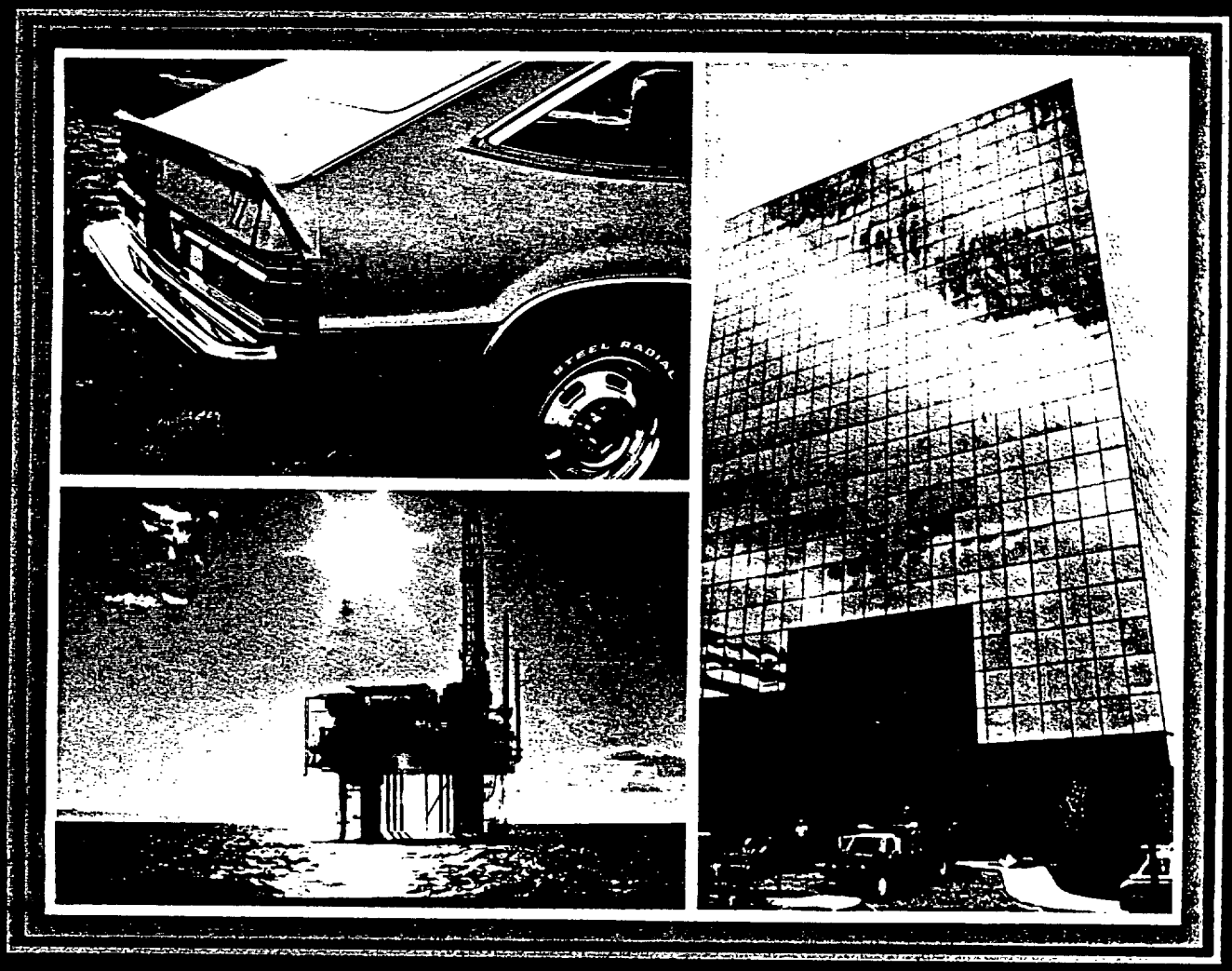
- A. Lead accounts through Union Carbide.
- B. Adhesive Age Red Book leads.
- C. Powder to paste accounts.
- D. Callasbestos advertising.
- E. Union Carbide distributors.

IV. Closing: Where we are today.

- A. Bob Byrne, Gordon Dickson, and Jack Walsh, and the support system for advertising and marketing. (Including Tom Norris on the west coast.)
- B. A bright outlook for the future.

Union Carbide trial exhibit UC-562: A.T. Callas Co. Callasbestos Presentation Outline and Product Brochure (1982) Published by AsbestosClaims.Law
ACL Doc 15800 · Page 1 of 5 asbestosclaims.law/library/15800/1

The performance of asbestos...



without the safety hazards!

A.T. Callas Co. introduces...

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CALLASBESTOS!™

A unique product line of highly refined asbestos fibers, pre-dispersed in the vehicle of your choice!

Callasbestos™ is a versatile, field-proven product with another great name behind it...

Union Carbide Corp., one of America's foremost producers of highly refined asbestos fibers is the raw material supplier to Callasbestos. Union Carbide has been helping to supply America's asbestos requirements for more than a quarter century and is widely recognized for its high degree of quality control and product consistency. When combined with the customer-specified vehicle in the A.T. Callas laboratory, the fibers are safer to handle, more environmentally acceptable and suitable for long-term storage without product degradation.

Callasbestos is the material that eliminates a production step while adding solid benefits in safety and cost. It is manufactured from "Calidria" asbestos RG 144, RG 244 and RG 110 and is supplied predispersed in plasticizers, resins, solvents or water to your required concentration. Popular uses include sealants, coatings, adhesives, mastics and other applications requiring stable, anti-sagging agents at room and elevated temperatures.

Callasbestos has an indefinite shelf life when stored in tightly closed, original containers in a cool, dry place.

OSHA regulations and the American Asbestos Association strongly recommend that asbestos be handled in wet form, the form Callasbestos provides you.



CALLASBESTOS CHART DATA

Typical physical properties when dispersed in:

	LTX-14 40% RG 144 in water	LTX-14 40% RG 144 in DIDP	LTX-24 25% RG 244 in DIDP	LTX-110 30% RG 110 in polybutene
Weight per gallon	10.39	10.36	9.0	8.84
Form	Puttylike consistency			
Available in: 55 and 30 gallon drums and 5 gallon pails				

Callasbestos is a registered trademark of A. T. Callas Co.

Title 29: Code of Federal Regulations, Part 1910.1001:

Work practices—Wet methods.

Insofar as practicable, asbestos shall be handled, mixed, applied, removed, cut, scored, or otherwise worked in a wet state sufficient to prevent the emission of airborne fibers in excess of the exposure limits prescribed in paragraph (b) of this section, unless the usefulness of the product would be diminished thereby.

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A. T. Callas Co., One of America's most respected Raw Material Suppliers...



A proud history... A. T. Callas has served the material needs of midwest industry since 1969. We strive to keep our knowledge of your business current; responsiveness to customer need is our paramount concern. The A.T. Callas product line is specifically tailored to manufacturers of paint, adhesives and sealants, caulking and mastics and vinyl.

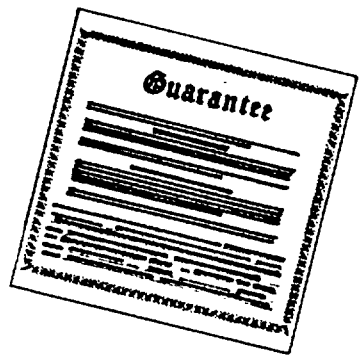
In addition to our most exciting product addition, Callasbestos, A.T. Callas Co. supplies a broad line of proprietary products and a standard line of raw materials, resins, processing media and equipment.

We invite your inquiries... and look forward to serving you!

A. T. Callas

A future look... A.T. Callas Company's newly-expanded laboratory and sales headquarters in Troy, Michigan have allowed us to broaden our service area to include the continental U.S. and Canada. Our family of new and custom products is expanding continuously and will take another giant step forward with the groundbreaking of a new warehouse in 1982.

The A.T. Callas performance guarantee... A. T. Callas unconditionally guarantees the purity and integrity of all products it supplies. Should a product be found to be adulterated or differ from the specification ordered, the A.T. Callas policy provides for exchange or complete refund of cost plus shipping within 10 days of receipt of written notification. The A.T. Callas performance guarantee has no fine print!



Consistent on-time delivery—A. T. Callas Co. ships standard stock items within days of receipt of order. We think that's the reason that so many companies large and small depend on A.T. Callas! You should, too!

A.T. Callas Company

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Manufacturer of automotive adhesive sealants:
"Callasbestos is America's best kept manufacturing secret..."

Industrial paint manufacturer:
"superb anti-sag qualities without the handling problems."

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