METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT UC-572

CUSTOMER & LOCATION Dresser Industries - Houston, Texas

INDUSTRY CLASSIFICATION Oilfield Products

SALESMAN J.E. Walsh REGION Southern DATE OF CALL 6-8-79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Rob Moseley, Manager of Environmental Engineering Safety & Control Dept.

CALL OBJECTIVE:

Call made on RG 600 customer to determine future requirements.

RESULTS OF CALL:

The RG 600 that was finally shipped to them from Niagara Falls remains in their plant in Arcado, south of town. Within 30 days, Rob said, they expect to have it compounded, shipped and tested in the field, and give us a decision on what route they want to go on 600. The delay to date in getting a field evaluation of their 600 compounded product has resulted from the fact that they have been diverted to higher priority projects, according to Rob. Also in the interim, they feel they have finally found someone to silane treat our fiber. A batch run of treated product has already been run, tested and approved as satisfactory and Rob feels that a scale up to volume quantities won't be a time consuming operation. The gut feeling I got from Rob was that they may come back to us in the third quarter with a request for 50-100 tons of 600 before they are able to get their silane treated product off the ground. Cautioned Rob again that lead time for us on 600 was crucial and the more of it he could give us, the better off they would be, as the soonest we could come up with material would be a minimum of 6-8 weeks after they gave us a firm commitment.

FOLLOW-UP ACTION REQUIRED:

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

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Dresser Industries-Houston, TX Oilfield Products Div. INDUSTRY CLASSIFICATION Drilling Fluids

SALESMAN John L. Myers, J. E. Walsh & D. F. Braun (Ch. & Pl) REGION _____ DATE OF CALL 3/1/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☒ Other, specify below

PERSONS INTERVIEWED: Paul Wells - Mgr. Research & Engineering (Magcobar)
Dr. Tom Sample - Technical Advisor
Ray McGlothlin - Technical Advisor
Rob Moseley - Mgr. Environmental Engineering

CALL OBJECTIVE: Determine Dresser's interest in RG-600.

RESULTS OF CALL: Accepted P.O. #29087P for about 20,000 lbs. RG-600 (entire NF inventory) at 30¢/lb. to be shipped ASAP. OK to ship via rail if labor situation prevents truck shipment. (Can't ship until picket line down.)

I explained our asbestos plant situation - that we do not have a major chemical treatment facility and that we prefer to sell raw asbestos fiber unless a significant market is available for a treated product. Also, that it would be very difficult to justify a major financial investment at this time.

For health/regulatory reasons, they have removed asbestos from PC-OTA, their additive for oil-base mud systems. They are currently using VG-69, an amine-treated bentonite, which performs the function of asbestos (suspending barite) at lower temperatures but is "no good" at the elevated temperatures associated with deeper wells. They must have an asbestos-like product for anticipated PC-OTA sales by the second quarter 1979 and until they can find someone to produce "silanized mineral fiber."

Based on chemical analysis and electron microscopy, they are convinced that the product covered by their composition of matter patent (U.S. No. 4,137,367) will not be classed as asbestos and will not be subject to asbestos regulations. We discussed our silane-treated RG-244, and it was concluded that our product, because of less leaching, would still be classed as asbestos. They, therefore, are not asking us to produce silane-treated RG-244. They plan to run animal and other toxicity tests on their product to prove their contention that it is not asbestos. They have been in touch with OSHA and have written encouragement from Eulah Bingham to proceed. They are working diligently to find a producer. They have the facilities for production, but the plant is located in "downtown Houston" and they do not want to get involved with EPA, etc. Their long-range goal is to provide the "world" with an asbestos-like product which is not classed as asbestos.

(over)

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Dresser Industries Houston, Texas INDUSTRY CLASSIFICATION: Oilfield Products

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 11-1-79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Rob Moseley Manager Environmental Safety & Engineering Controls

CALL OBJECTIVE:

Call made to keep abreast with their work on silane treated asbestos.

RESULTS OF CALL:

Rob advised that their compounder has worked out most of the bugs of silane treating asbestos although he still had some problems with drying. They do not have any large scale plans for the silane treated material but it will be new business for Montello as the application is one where they had not previously used any CALIDRIA. Estimates on consumption Rob guessed would be in the order of a carload of asbestos every 4-6 weeks to go to their silane compounder. As far as Univis is concerned Rob said he was going to get with their sales and marketing people and suggest that they try a carload of it and if all goes well switch over to it. They should be placing an order for the Univis within the next 30 days he expected. As far as Eula Bingham and OSHA are concerned nothing is new as they have not pushed the encouraging word on new composition of matter, to get a written comfirmation as they want to gather more in field exposure that they have a workable product. All in all the future looks bright for Montello here as they should see and we should benefit by an increase of 350-500 Tons/year consumption of CALIDRIA.

FOLLOW-UP ACTION REQUIRED:

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