METALS DIVISION - CALIDRIA ASBESTOS

PLAINTIFF'S EXHIBIT UC-580

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Mt. Clemens, MI

INDUSTRY CLASSIFICATION: Sealers

SALESMAN: Edward J. Kleber w/A. T. Callas (A. T. Callas Co.)

REGION: Midwest

DATE OF CALL: 4/19/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Steve Harvath - Mgr. Product R&D - Vinyl
Earl Trent - Supervisor, Product Development - Vinyl
Bob Cliffel - Chemist - Vinyl Plastisol Spray

CALL OBJECTIVE:

Bring everyone involved up-to-date on the vinyl plastisol spray (VPS) program

RESULTS OF CALL:

This would probably be as good a time as any to review this long and incredibly complicated saga.

Background - We became aware of Ford's potential for using large quantities of either RG-144 or RG-244 in March of 1977. Since that time we have proven to Ford that VPS containing our materials are the only ones to work. In the 2 years that have passed, Ford has evaluated 48 thixotropes, and only 3 have survived! RG-144, RG-244 and the mystery thix agent. Two critical tests remain on this mystery material, long term adhesion and viscosity stability. All involved feel that there is a strong possibility for failure on these tests.

The Sealant - Ford describes the sealant as a sprayable, paintable, chip resistant, heat curing vinyl sealer. In order to give some idea of what Ford requires the following is a direct excerpt from their specification ESB-M4G201-B;

1. SCOPE: The material defined by this specification is a vinyl base, heat curing sealer which can be airless sprayed to a 0.020" - 0.030" film on phosphated CRS and electrocoated substrates, to provide a paintable corrosion resistant film which will withstand stone chipping.

(OVER)

FOLLOW-UP ACTION REQUIRED:

EJK/ATC - We need to keep our ears to the ground for the results of the aging tests and whether or not to request a meeting with Mr. Gerrity.

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NF PERMANENT FILE ☐

dal 4/25/79

Union Carbide trial exhibit UC-580: Union Carbide Calidria Customer Call Reports on Ford Motor Company, Includi... Published by AsbestosClaims.Law
ACL Doc 15818 · Page 1 of 21 asbestosclaims.law/library/15818/1

spraying and it was decided that a thix agent was needed. The only problem is that with two notable exceptions (RG-144 and RG-244 natch!) thixotropes in this type of formulation absorb and/or react with the silane and render it useless. Within a couple of weeks the sealant may fall off the car. As mentioned earlier, 48 thix agents have been tried and the consensus from all the Ford people is that "Calidria" products are far superior, offering every technical and economic advantage.

The Real Problem - Ford will go to almost any lengths to avoid having to put asbestos in this formulation. There are three reasons for this:

1) Breaking bags of raw asbestos - we have managed to slow this train of thought down by offering them the RG-144 or RG-244 in the DIDP paste form.

2) Exposure during spraying - we have done some shuttle diplomacy on this one, acting as a messenger boy between the vinyl plant and industrial hygiene. Tests will be run and if exposures are below 0.1 fiber/cc 8-hour TWA we are home free.

3) Robert M. Gerrity - this gentleman is the Ford manager in charge of all paint and vinyl operations. The thing that scares most Ford people is that Mr. Gerrity is reknowned throughout the company as the man who single-handedly got rid of asbestos in Ford's heater housings.

The Future - If no other thixotrope works, we may have a chance at the Ford business. Although the numbers are sometimes conflicting, this should translate out to a minimum of 500,000 lbs. if we got all the business. Realistically we must face the fact that Ford probably will use our material as a fix-up on poor batches in order to keep asbestos usage to a minimum. Even given that kind of atmosphere, usage would still be very substantial, probably in the 200,000 - 250,000 lbs./year range. At any rate air sampling tests have to be run and we must get approval from Mr. Gerrity.

The Call - Currently the mystery thix agent is undergoing accelerated aging tests and results could be forthcoming in 3-4 weeks. If that material fails, we and/or one of the Ford people will request a meeting with Mr. Gerrity. At this time data will be presented showing that after two years work, RG-144 and RG-244 are needed in the sealant. This meeting would be critical and must be prepared for properly. If we are invited, we'd better be ready to give Mr. Gerrity answers to all his questions.

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Vinyl Operations, Mt. Clemens, MI

INDUSTRY CLASSIFICATION: Spray Plastisol Sealant

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 5/9/78

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Bob Cliffel - Chemist

CALL OBJECTIVE: Determine status of spray plastisol sealant project.

RESULTS OF CALL: Bob still maintains that he's under extreme pressure to remove RG-144 from his formulation. He claims that this is very difficult to do and, in fact, if he was forced to go into production tomorrow, he would have to either use no thixotrope or go with RG-144. They have even gone to the extreme of asking Al Bullman (UCC- C&P) to assist them in finding a way of getting rid of asbestos. The Chemicals & Plastics Division is involved here because they want to sell silane adhesion promoters for this operation, and other thixotropes do not work with silanes.

There has been a significant change in Ford's long-range plans for this sealant. Rather than go into a pilot plant operation themselves, they are going to have it produced by an outside manufacturer for them. Bob claims that they have already negotiated with someone to produce the sealant. Their long-range plan is to have this compounder produce the sealant for a couple of years then take over the production themselves.

In his almost desperate search for asbestos replacement or a means of handling asbestos safely, Bob asked for a sample of RG-100. The mixer that Ford is going to buy for production is to be a Bauer High Speed Disperser which Bob feels very well may be able to break up our pellets. When the sample arrives, he will try to get lab time so that he can evaluate the pellets.

We offered for the umpteenth time to speak to Ford's Industrial Hygiene Dept., their plant

(OVER)

FOLLOW-UP ACTION REQUIRED:

EJK - This still stands to be a very important account and should be checked with on every Detroit trip.

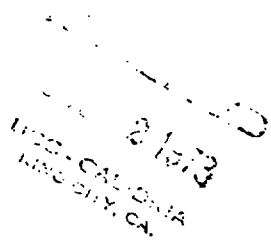
COPIES TO: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE

dal 5/18/78

REPORT OF CALL

CC for
W. C. Thurber
R. E. Byrne
J. E. Walsh
HT-File
KC-File

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



By T. P. Norris

Date 6-18-73

Full Name Ford Motor Company **Address** 14425 Sheldon Road Plymouth, Mich **Mfrs. of**	**Interviewed** Dr. George Bauer

As previously reported, Ford was to run a trial of a nonasbestos premix. This trial has been run and is considered successful. This means that Ford now has an alternative method of producing their premix, and that if the Federal Regulations create an undue burden or dust levels remain uncontrollable that Ford can now switch because "Ford has a better idea".

The nonasbestos material was Wollastonite, from Interpace Co. George estimated that their production (Interpace) was to go from 50,000 ton/year to 100,000 ton/year next year.

~~DER~~-DSL-George

REPORT OF CALL

CC for
J. E. Walsh
R. E. Byrne
KC-File
NF-File

UNION CARBIDE CORPORATION

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

By T. P. Morris

Date 1-3-73

Full Name Ford Motor Co. General Parts Div. Address Rawsonville, Mich 48197 Mfrs. of Polyester Premix	Interviewed Charles Payor, Safety Dept.

OBJECTIVE

Attempt to make progress with Ford to use our SG-200 in Polyester Premix. Progress has been stalled due to OSHA, and Ford has investigative studies under way to replace asbestos when and if these reports to develop methods of safe handling prove fruitless.

Discussion

Our original contact has been with Dr. George Baker of their Sheldon Road plant. His initial studies indicated our material could work in his premix and a positive saving on manpower and money was possible. His work has been halted by upper management. He referred me to their Product Planning Research Dept, Mr. Ed Newton, indicated that Ford's primary concern was in the safe handling of asbestos so that at some future date, operators now handling asbestos and developing lung complications could not easily place the responsibilities onto Ford Motor Co. According to their Safety Dept, the concern is not in their mixing areas but rather in taking the finished molded part through the various stages of deflashing, drilling etc. Its in these areas they exceed the TLV, and hence their concern with OSHA.

A meeting has been agreed upon, whereby we will make a presentation to their Safety Dept. on the safe handling of asbestos in general and our pellet story in particular.

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Dearborn, MI

INDUSTRY CLASSIFICATION: Automobiles

SALESMAN: Edward J. Kleber w/ H. B. Rhodes

REGION: Midwest

DATE OF CALL: 11/19/77

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Carolyn B. Zelek - Sr. Engineer

CALL OBJECTIVE: Try to find out what Ford's policy on the use of asbestos is.

RESULTS OF CALL: Although not clearly defined, Carolyn appears to have some sort of responsibility at Ford for knowing what's going on in the asbestos business. She attends many of the same meetings that H. B. Rhodes attends, and very obviously likes to meet with H. B. Rhodes to find out what's going on in the industry. She did mention that Ford is in the process of drawing up a policy on the use of asbestos, and asked if we wanted to see it. Needless to say the answer was yes. She said that since it has not been approved by anyone in corporate management we could not have a copy, but she'd be happy to show it to us. Briefly stated, the policy states that Ford will continue to accept materials containing asbestos and will keep their ears to the ground for any new developments from the government. Also there is a statement in there regarding the fact that it is in Ford's best interests to check with their suppliers to make sure that the suppliers are all in compliance with the OSHA regulations. There is no move to eliminate or even suggest eliminating asbestos from friction materials. The only bad thing here is that this document applies only to friction products. However, the tone of the statement indicates that Ford is in no panic to get rid of asbestos. At this point it may not be wise for us to push the idea of including sealants in this statement, until we find out whether or not it gets approved.

We informed Carolyn of the fact that the vinyl plant in Mt. Clemens, MI, was preparing a formulation containing asbestos, specifically RG-144. We related to her the fact that Bob Cliffel, the formulating chemist at Mt. Clemens, was having some difficulty with Ford's industrial hygiene. Although a little surprised at this I wouldn't say that she was panicked.

FOLLOW-UP ACTION REQUIRED: (OVER)

JK - Not really a heck of a lot we can do here, we ought to check in with Carolyn every few weeks and see if the friction products policy got approved, and maybe try to take it then a step further to include sealants. Right now the status of them using RG-144 at Mt. Clemens, is a little cloudy. Bob Cliffel seems to be inclined to let well enough alone and not stir up any dust. Bob's comment that mentioning it to Carolyn was probably a good idea, but at this point he doesn't want to push it. (OVER)

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Typed: 12/8/77 dal

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor-Vinyl Operations, Mt. Clemens, MI

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber w/ J. L. Myers

REGION: Midwest

DATE OF CALL: 10/20/77

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Dave Arndt - Chemist
Leo Bistak - Engineer

CALL OBJECTIVE: Deliver dust control engineering information obtained from Harbans Singla of our Engineering Dept.

RESULTS OF CALL: We presented Dave and Leo with blue prints of our dust control system at King City, and the specifications for that system. John Myers went over the blue prints and specifications with them highlighting the portions that would be of interest to them. We also gave them additional dust count data which had not been presented at the seminar two weeks ago. Blair Ingalls' memorandum on filter plugging was also given to them for general information purposes.

The current time table on the underbody sealant project looks like this: the pilot plant is scheduled to begin making small amounts of the sealer in February 1978. They expect to be in full blown production by January of 1979. When they are in full production, they will consume 40-60,000 lbs./ year, depending on whether they go with RG-244 or RG-144.

We did learn one interesting thing. Ford is very dissatisfied with the current supplier of the underbody sealer, Allied Material. Their sealant tends to be lumpy and has a poor surface. We hastily added that they do not use our product in that formulation.

Although Ford Motor is not exactly thrilled about using asbestos in this formulation, there are two reasons which should work in our favor. First of all, RG-144 and RG-244 are so far the only things they have been able to make work. The second reason is that Ford is going to have to introduce lead in this sealer. They feel that ventilation and employee education is going to be necessary for lead anyway, so asbestos ends up being only part of their concern, rather than the whole problem.

FOLLOW-UP ACTION REQUIRED:

EJK - it is important to stay in close contact with Ford in order to combat any health-related concerns they may have about using asbestos. Ford should be contacted at least once a month. We get the definite impression that this formulation is merely a springboard for Ford to eventually set up a sealants division much along the lines of Chrysler. It is in our best interests to be in on the ground floor.

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Typed: 10/25/77 Dal

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Vinyl Plant, Mt. Clemens, MI

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber w/ R. E. Byrne, Jr. & J. L. Myers

REGION: Midwest

DATE OF CALL: 10/6/77

PRODUCTS DISCUSSED:

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

Other:

PERSONS INTERVIEWED: Bob Cliffel, Dave Arnt } Chemists

CALL OBJECTIVE: Present seminar to Ford on how to use asbestos safely.

RESULTS OF CALL: Ford has decided that they are definitely going into the sealant business and Cliffel's group is under orders to be producing by February. Their first target is to take the Ford "201" underbody sealer business away from Allied Materials. Although Cliffel has not come right out and said it, one gets the impression that the only formulas that Ford has right now contain either RG-144 or RG-244. According to what Cliffel told us before, this one formulation would be worth a number of carloads per year regardless of whether they go with RG-144 or RG-244.

JLM & REB presented the "Calidria" story to a group of about 12 people, known as a task force involved with the sealant project. Details on how to handle our stuff were fairly general in nature because at this point Ford isn't 100% sure what type of equipment they will be using.

It is imperative that we stay close to Cliffel and try to support him with mixing and ventilation equipment data that is pertinent to their operation. Cliffel noted that we have a tremendous selling job to do here on their safety people, which means that we are going to have to back up our contentions with data.

FOLLOW-UP ACTION REQUIRED:

EJK - Check with Cliffel on reaction to our presentation on 10/14.

COPIES TO: Mktg.Services;Others: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE.REB.JLM

Typed: 10/10/77 dl

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Vinyl Operations, Mt. Clemens, MI

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber

REGION: Midwest

DATE OF CALL: 4/12/77

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Bob Cliffel

CALL OBJECTIVE: Determine, firsthand, Ford's interest in RG-244.

RESULTS OF CALL: Bob says that he has been ordered to start up a sealant operation at Ford. He must have a workable vinyl plastisol sealant formuation by the end of May and RG-244 will get a fair shot. Bob claims that Ford has budgeted $2MM for the project. Upon completion, they will be able to produce 24MM pounds per year of this sealant.

We went over the usual toxicology rundown and Bob says that even if the RG-244 works (and we should get a preliminary answer within a week), our biggest battle may well be with Ford's hygienists. I answered that we were prepared to fight that battle.

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FOLLOW-UP ACTION REQUIRED:

EJK - Check with Cliffel by 4/22 and see how it went.

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

Typed 4/18/77 cjb

~~Dick~~ Doc - George

REPORT OF CALL

CC for
J. E. Walsh
R. E. Byrne
KC-File
NF-File

UNION CARBIDE CORPORATION

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

By T. P. Hommel

Date 1-3-73

Full Name Ford Motor Co. General Parts Div. Address Rawsonville, Mich 48197 Mfrs. of Polyester Premix	Interviewed Charles Payor, Safety Dept.

OBJECTIVE

Attempt to make progress with Ford to use our SG-200 in Polyester Premix. Progress has been stalled due to OSHA, and Ford has investigative studies under way to replace asbestos when and if these reports to develop methods of safe handling prove fruitless.

Discussion

Our original contact has been with Dr. George Bauer of their Sheldon Road plant. His initial studies indicated our material could work in his premix and a positive saving on manpower and money was possible. His work has been halted by upper management. He referred me to their Product Planning Research Dept, Mr. Ed Newton, indicated that Ford's primary concern was in the safe handling of asbestos so that at some future date, operators now handling asbestos and developing lung complications could not easily place the responsibilities onto Ford Motor Co. According to their Safety Dept, the concern is not in their mixing areas but rather in taking the finished molded part through the various stages of deflashing, drilling etc. Its in these areas they exceed the TLV, and hence their concern with OSHA.

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W. C. Thurber
R. E. Byrne
J. E. Walsh
NT-File
KC-File

UNION CARBIDE CORPORATION

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

By T. P. Norris

Date 6-18-73

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METALS DIVISION

CUSTOMER CALL REPORT

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INDUSTRY CLASSIFICATION: Automobiles

SALESMAN: Edward J. Kleber w/ H. B. Rhodes

REGION: Midwest

DATE OF CALL: 11/19/77

PRODUCTS DISCUSSED:

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☐	☐	☐	☐	☐	☐	☐	X	

PERSONS INTERVIEWED: Carolyn B. Zelek - Sr. Engineer

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Typed: 12/8/77 dal

METALS DIVISION

CUSTOMER CALL REPORT

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INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber w/ J. L. Myers

REGION: Midwest

DATE OF CALL: 10/20/77

PRODUCTS DISCUSSED:

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Typed: 10/25/77 Dal

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Vinyl Plant, Mt. Clemens, MI

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber w/ R. E. Byrne, Jr. & J. L. Myers

REGION: Midwest

DATE OF CALL: 10/6/77

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
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PERSONS INTERVIEWED: Bob Cliffel, Dave Arnt } Chemists

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RESULTS OF CALL: Ford has decided that they are definitely going into the sealant business and Cliffel's group is under orders to be producing by February. Their first target is to take the Ford "201" underbody sealer business away from Allied Materials. Although Cliffel has not come right out and said it, one gets the impression that the only formulas that Ford has right now contain either RG-144 or RG-244. According to what Cliffel told us before, this one formulation would be worth a number of carloads per year regardless of whether they go with RG-144 or RG-244.

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FOLLOW-UP ACTION REQUIRED:

EJK - Check with Cliffel on reaction to our presentation on 10/14.

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Typed: 10/10/77 dal

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Vinyl Operations, Mt. Clemens, MI

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber

REGION: Midwest

DATE OF CALL: 4/12/77

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
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PERSONS INTERVIEWED: Bob Cliffel

CALL OBJECTIVE: Determine, firsthand, Ford's interest in RG-244.

RESULTS OF CALL: Bob says that he has been ordered to start up a sealant operation at Ford. He must have a workable vinyl plastisol sealant formuation by the end of May and RG-244 will get a fair shot. Bob claims that Ford has budgeted $2MM for the project. Upon completion, they will be able to produce 24MM pounds per year of this sealant.

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RECEIVED
APR 21 1977
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COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE
R. L. Schult J.E.Lenahan

Typed 4/18/77 cjb

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Vinyl Operations, Mt. Clemens, MI

INDUSTRY CLASSIFICATION: Spray Plastisol Sealant

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 5/9/78

PRODUCTS DISCUSSED:

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

Other: _____

PERSONS INTERVIEWED: Bob Cliffel - Chemist

CALL OBJECTIVE: Determine status of spray plastisol sealant project.

RESULTS OF CALL: Bob still maintains that he's under extreme pressure to remove RG-144 from his formulation. He claims that this is very difficult to do and, in fact, if he was forced to go into production tomorrow, he would have to either use no thixotrope or go with RG-144. They have even gone to the extreme of asking Al Bullman (UCC- C&P) to assist them in finding a way of getting rid of asbestos. The Chemicals & Plastics Division is involved here because they want to sell silane adhesion promoters for this operation, and other thixotropes do not work with silanes.

There has been a significant change in Ford's long-range plans for this sealant. Rather than go into a pilot plant operation themselves, they are going to have it produced by an outside manufacturer for them. Bob claims that they have already negotiated with someone to produce the sealant. Their long-range plan is to have this compounder produce the sealant for a couple of years then take over the production themselves.

In his almost desperate search for asbestos replacement or a means of handling asbestos safely, Bob asked for a sample of RG-100. The mixer that Ford is going to buy for production is to be a Bauer High Speed Disperser which Bob feels very well may be able to break up our pellets. When the sample arrives, he will try to get lab time so that he can evaluate the pellets.

We offered for the umpteenth time to speak to Ford's Industrial Hygiene Dept., their plant

FOLLOW-UP ACTION REQUIRED: (OVER)

EJK - This still stands to be a very important account and should be checked with on every Detroit trip.

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dal 5/18/78

METALS DIVISION - CALIDRIA ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Body Engineering, Dearborn, MI

INDUSTRY CLASSIFICATION: Hot Melt Sealants

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 2/9/79

w/ R. E. Byrne & A.T. Callas (A. T. Callas Co.)

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Mike Meluske -

CALL OBJECTIVE: Find out if there's a place for "Calidria" in the hot melt sealant program.

RESULTS OF CALL:

Mike seems to have no objections to using "Calidria" in a hot melt sealant if it works. Along these lines he suggested that we get together with Dick Johnson of Chemical Recovery, have Dick supply us with some hot melt and run some lab tests so that he can look at the results. We promised we would try to do that.

Mike admitted at first he was a little reluctant to talk about or use asbestos, but phone calls from Carolyn Zelek convinced him that Ford had no objections if the product worked.

FOLLOW-UP ACTION REQUIRED:

EJK/REB - We've got to get together and do some lab work on these hot melts if we're to get in here.

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Body Engineering, Dearborn, MI

INDUSTRY CLASSIFICATION: Automobiles

SALESMAN: Edward J. Kleber w/ Mike Grubb (A. T. Callas Co.)

REGION: Midwest

DATE OF CALL: 3/1/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Carolyn B. Zelek

CALL OBJECTIVE: Find out what Carolyn's new position at Ford is.

RESULTS OF CALL:

Carolyn has just been promoted and put in charge of material approval for sound-deadeners, thermal insulation, and a couple of other areas at Body Engineering. She has a staff of 4 people including 2 PhD's working for her, and has approval from both toxic materials content of products and product performance. This can only do us good. Carolyn has proved in the past her willingness to work with us and in this new position she has very wide ranging responsibilities. She was necessarily a little vague about her exact responsibilities, since today was the first day on the job. She has promised that when a successor is named in her old job at toxic materials engineering, she will call us and make sure we get together with this new person, so Carolyn can explain our products and our interests at Ford.

Carolyn is obviously a real comer at Ford and according to the grape vine is being groomed for some very large responsibilities later in her career.

FOLLOW-UP ACTION REQUIRED:

EJK - Get together with Carolyn and her replacement. Stay in touch with Carolyn down the road she may be a very valuable person to know.

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3/14/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Industrial Hygiene, Dearborn, MI

INDUSTRY CLASSIFICATION: Automobiles

SALESMAN: Edward J. Kleber w/ J. L. Myers

REGION: Midwest

DATE OF CALL: 3/2/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Dr. Larry M. Roslinski - Industrial Hygienist

CALL OBJECTIVE: Determine what Ford's position on an asbestos-containing vinyl plastisol spray sealer is.

RESULTS OF CALL:

This meeting was really set up at the request of Bob Cliffel, chemist at the Mt. Clemens vinyl plant, who has developed a vinyl plastisol spray sealant. Currently, no thixotropic additive is being used, because only one works, RG-144. Bob would love to use RG-144 but was told that Dr. Roslinski would not let him use it. We were there to try to field Dr. Roslinski's objections.

Amazingly enough, Dr. Roslinski does not seem to have any great objections to the use of RG-144 in the sprayable sealer. I say amazingly because Bob Cliffel had indicated to us that he was very adamant about the use of asbestos and was not a very pleasant person to deal with. Nothing could have been further from the truth. He was very cooperative and congenial and stated Ford's policy thusly: there is no objection to the use of asbestos in the sprayable sealer, as long as the automotive assembly division (AAD) keeps the exposure level below OSHA limits. Dr. Roslinski is going to define the OSHA limits as less than 0.1 fibers/cc on an 8-hour time-weighted average. To accomplish this, it will be necessary to have some tests run to determine where the levels are when this material is sprayed. We offered our assistance to either run the tests alone, run side-by-side tests with Ford, or counts slides from samples Ford has taken as a second check on their numbers. Dr. Roslinski said he appreciated our offer, but the next step is for him to get together with the people at the Mt. Clemens vinyl plant, AAD, and Michigan Chrome who's currently toll producing the material for Ford. After this

FOLLOW-UP ACTION REQUIRED: (OVER)

EJK - We must stay in very close touch with Earl Trent and Bob Cliffel at the vinyl plant to see how this progresses. We cannot afford to let this slip by. At the two plants currently using this material, the first year potential would be between 40 and 50,000 lbs. per year of RG-144. If the product continues to grow, Ford plans to add an assembly every six months or so. The amount used obviously could be very, very large.

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Body Engineering Div., Dearborn, MI

INDUSTRY CLASSIFICATION: Autos

SALESMAN: Edward J. Kleber w/H. B. Rhodes

REGION: Midwest

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:

Jim Stock

CALL OBJECTIVE:

Introduce H. B. Rhodes to Carolyn Zelek's replacement.

RESULTS OF CALL:

Jim claims to have an open mind on the subject of asbestos and at this point, we have no reason to doubt him. He has no plans to try to institute a ban on asbestos-containing products at Ford and in fact, seems to think the whole asbestos controversy is a bit ridiculous.

Jim and Harry spent some time on OSHA, EPA, TOSCA and the rest of the U.S. Government "alphabet soup" organizations regarding past posture and potential future action.

One disturbing note was that Jim insists that Carolyn Zelek was very anti-asbestos and had no positive data in her files when Jim took them over. I explained to Jim that I found that shocking, since our dealings with Carolyn seemed to be in, if anything, the opposite direction. We should be pretty careful what we say to Jim regarding Carolyn.

FOLLOW-UP ACTION REQUIRED:

EJK - Direct contact with Jim every 4-6 months.

HBR - It probably wouldn't hurt to seek out Jim at various asbestos industry functions.

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dal 9/28/79

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Dearborn, MI

INDUSTRY CLASSIFICATION: Autos

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 2/12/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Larry Roslinki - Industrial Hygiene

CALL OBJECTIVE:

Track down rumors regarding Ford's reluctance to use asbestos.

RESULTS OF CALL:

Larry confirmed that Ford is "investigating" the possibility of removing asbestos from its cars. Larry says that with the generic carcinogen standard, potential regulation changes and P.R. problems, Ford thinks that it is their best interest to look at asbestos replacements. He pointed out that asbestos is not the only product being looked at in this light. It appears as though we are in for a G.M. type of decision here at Ford.

FOLLOW-UP ACTION REQUIRED:

HBR - Although Larry's tone makes it sound like the above is Ford policy, it would probably be a good idea to sit down with him soon and discuss it in depth.

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dal 2/22/80