METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT UC-584

CUSTOMER & LOCATION 3M - Traffic Control St. Paul, MN

INDUSTRY CLASSIFICATION Traffic Markers

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 2/15/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: John Ethen - Sr. Product Development Engineer

CALL OBJECTIVE: Explain plastic bag situation

RESULTS OF CALL:

We informed John that we would not have the U-V stabilized bag available in 1980, but would like for Him to try the Standard pellet bag at their compounder's plant (Colonial Rubber). John agreed to try one at 3M's lab and if that looks good he will try 4 or 5 bags during production batches at Colonial. If everything is O.K. at this point, they'll probably try a pallet. Assuming no problems, the next order would all be in P/E bags.

John feels that the P/E bags should work, his only concern is that we may not be able to fit 82 pounds in the bag. After looking at the bag, I told him not to worry, what he has was a 50 lb. bag and we had bigger ones which would certainly hold 82 lbs.

FOLLOW-UP ACTION REQUIRED:

EJK - Regular calls.

WBD - It would probably be a good idea to make a pallet of RG-100 in P/E bags, we should be able to include it in their next order.

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

dal 2/25/80

CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION	3M COMPANY	TRAFFIC
	TRAFFIC CONTROL DIVISION	MARKING
	WOODBURY, MINNESOTA	MATERIALS

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 01/10/85

PERSONS INTERVIEWED: JEAN B. SWEENEY, PRODUCT CONTROL SUPERVISOR
BOB KEECH, PRODUCT DEVELOPMENT

CALL OBJECTIVE: Account maintenance.

RESULTS OF CALL:

With the increase in the ABB from 440 tons RG-100 to 868 tons, questions arose as to our ability in providing Colonial Rubber Works, Inc., with different size bags. We currently package in 82 lb. paper bags with a P. E. overwrap. They inquired on the following possible changes:

1) 50 lb. P. E. bag, or
2) 86 lb. P. E. bag, or
3) 100 lb. P. E. bag, or
4) The least preferred would be 86 lb. paper bag.

The reason for this request is to utilize larger Banbury's at Colonial Rubber Works. Linda, would you please follow-up on this request and advise the answer.

FOLLOW-UP ACTION REQUIRED: Maintain periodic contact.

COPIES TO: GLD, GML, JEW, KC-FILE, PITT-FILE, JTK

(0410B)

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: 3 M COMPANY
TRAFFIC CONTROL DIVISON
WOODBURY, MINNESOTA

INDUSTRY CLASSIFICATION: TRAFFIC MARKING MATERIALS

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 6/22/83

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/7 MSDS

/7 Health & OSHA Information Blue Book

/7 Dust Count Report

/7 Other, specify below

PERSONS INTERVIEWED: ~~Randy Teare - Process Engineer~~
Jim Burt - Quality Control
Bob Keech - Product Development Specialist

CALL OBJECTIVE:

Coordination between 3 M Company and their custom blender, Colonial Rubber, Dyersburg, Tennessee.

RESULTS OF CALL:

3 M Company sales of their Rubber Base Traffic Marking Materials using RG-100 are at 167% budget. Although sales continue to be strong, the realistic outlook, according to Randy Teare, is that an asbestos-free compound will be available within three years. At that time our sales of RG-100 will not cease, but 3 M Company would begin to offer both asbestos contained and asbestos-free compounds to their customers.

In the meantime, they are attempting to expand their sales to overseas markets, and had questions concerning negotiations in Sweden and Denmark. A copy of A.I.A. negotiations was mailed on June 24, 1983.

Bob Keech asked that we develop a list of specific properties for RG-100 so that Colonial Rubber is certain that the material they are receiving is actually RG-100. Once that data is received 3 M Company will then draw up a Purchased Material Specification similar to RG-144 (copy attached).

-0183z.1-

3 M Company
3 M Center
St. Paul, Minnesota

Walter Markin - Purchasing

Walt is responsible for domestic and export purchases of asbestos fiber. He remarked that seldom, if ever, does he receive requests for information on asbestos fiber from any of the 3 M research groups. To my knowledge Colonial Rubber and the 3 M plant at Wayne, Michigan, are the only domestic users of asbestos fiber. From an export point of view, 3 M Company purchases asbestos fiber that is shipped into St. Paul and reshipped to various 3 M locations around the world. Only very small amounts are exported. Orders are generally LTL and in the range 5,000 lbs. each shipment. Most frequent request is for 7-RO-6.

FOLLOW-UP ACTION REQUIRED: GLD - lets discuss specific properties for RG-100.

COPIES TO: GLD, GML, JTK, WCT, JEW, KC-FILE

-0183z.2-

Purchasing/3M

3M Center
PO Box 33327
St. Paul, Minnesota 55133
612/733 1110
Telex 29 7023
TWX 910 563 3712

June 6, 1980

Mr. T. P. Norris
Union Carbide Corporation
Metals Division
100 Ocean Gate
10th Floor
Long Beach, CA 90802

Dear Tom

Attached please find our revised specification for the following:

RM 11-0001-4681-8

"RG-144" (RESIN GRADE) ASBESTOS

This revision is in final form and is for your retention. We would appreciate receiving a reply to this letter indicating receipt and acceptance by June 30, 1980.

If you are not now an active 3M supplier, we would still appreciate your reply in order that we might maintain a current log of approved sources for the future.

Sincerely

C. R. Stephens

C. R. Stephens
Divisional Purchasing Agent
Chemical and Polymer Purchasing

CRS/lec

Attachments

P.S. Tom, this is a letter such as was sent to Mr. Hassan Khatami on February 13, 1980. Per our conversation earlier today, your promised early response will be greatly appreciated.

Form 6330 1 F PWD

1116

3M

PURCHASED MATERIAL SPECIFICATION

RM. 14681
(11-0001-4681-8)
ISSUE DATE 1/9/80

SUPERSEDES: 5/26/70

PRODUCT DESIGNATION "RG-144" (Resin Grade) Asbestos

REASON FOR REISSUE:

To update the specification format.

I-PROPERTIES:

Acceptance Requirements:

PROPERTY	LIMITS
Moisture Content, % by weight	2.0 maximum WHEN PACKED
Refractive Index at 25°C.	1.54-1.56

Typical (Descriptive):

PROPERTY	DESCRIPTION OR VALUE
Oil Absorption (DOP), Lbs./100 Lbs.	100
pH in Water	9.5
Specific Gravity	2.45
Form	Fibrous powder - PACKED
Color	Light gray
Dry Bulk Density, Lbs./cu. ft.	4
Shipping Density, Lbs./cu. ft.	12

Should the supplier anticipate making or make any change(s) in product formulation, raw materials, basic methods of manufacturing, or approved manufacturing facilities of product, written approval must be obtained from 3M prior to acceptance of any 3M purchase order incorporating this specification by reference.

II-SHIPPING REQUIREMENTS:

Packaging:

Container - Multiwalled bag with sealed polyethylene overwrap, 35 Lbs. net.

It will be the Vendor's responsibility to conform to requirements of the Department of Transportation and all other agencies which may have jurisdiction for packaging, marking and shipment of this material.

All information furnished herewith is confidential and shall not be copied, reproduced or otherwise disclosed without prior consent of the Minnesota Mining and Manufacturing Company

Published by AsbestosClaims.Law
asbestosclaims.law/library/15822/6

II-SHIPPING REQUIREMENTS: (Cont'd)

Freight Classification:

Desc.: Asbestos Shorts.

Packing List:

A packing list, protected from moisture, shall be securely attached to a container in each shipment.

Markings:

Each bag is to be clearly identified, 1/2 inch or larger, on the side with the following information:

1. 3M Co. RM Number
2. 3M Co. Purchase Order Number
3. Vendor Lot Number
4. Weight-gross, tare & net
5. Name of Material
6. H-2-0-0

Issued by: Jan Clayton - Purchasing, 3M Center
JC/mt

Published by AsbestosClaims.Law
asbestosclaims.law/library/15822/7

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

3 M - Central Purchasing

CUSTOMER & LOCATION St. Paul, Mn. INDUSTRY CLASSIFICATION

SALESMAN T. P. Norris REGION Western DATE OF CALL 3/27/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Bob Steven, Purchasing Agent
612-733-0880

CALL OBJECTIVE: Routine - Turn over Call.

RESULTS OF CALL: Bob has passed around the LTX literature but to date has not received any request for samples. He also suggested we contact their P.A. who buys P.E. bags to help resolve the 82<3 bag problem, but we declined in favor of our own people having as much or more expertise in this matter.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION 3M - Central Purchasing St. Paul, MN INDUSTRY CLASSIFICATION _____

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 2/15/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bob Stevens - Purchasing Agent

CALL OBJECTIVE:

Check on circulation of LTX literature

RESULTS OF CALL:

Bob was very apologetic because he had forgotten to spread the word about LTX. He promised to send the blurbs around and let us know if there is any response.

He also kept him up-to-date on the bag/handling situation at the Traffic Control Division. He appreciated our brief rundown of the situation but confessed he knew little of the system.

FOLLOW-UP ACTION REQUIRED:

EJK - Check with Bob on the circulation of the LTX literature by phone in 3-4 weeks.

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

dal 2/25/80

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION 3M Company St. Paul, MN

INDUSTRY CLASSIFICATION Highway Markers

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 9/12/79

w/J. L. Myers, R. E. Byrne, J. E. Walsh

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Dave Jones - Supervisor, Pavement Marking Lab
John Ethan - Sr. Product Development Engineer
Paul ? - Chemist
Lee Kendall - Manager, Chemical Purchasing

CALL OBJECTIVE:

Explore ways of keeping RG-100 in 3M's highway markers.

RESULTS OF CALL:

Background: Dave Jones had, through purchasing, requested we come in and discuss asbestos replacements in the traffic markers. We told him we had no replacements but were convinced that 3M could use RG-100 safely, and we wanted to meet and discuss ways of lowering exposure at their compounders plant.

Given 3M's penchant for secrecy, we were more than a little apprehensive about the call, because they had not indentified the compounder, who we knew was Colonial Rubber. Luckily, Dave Jones removed this obstacle by saying he did not see any reason to withold the name of the compounder.

Jack Walsh, who was present at both Colonial dust counts presented the Colonial dust counts to 3M noting the improvement in exposure levels. Jack also detailed the way asbestos was handled at Colonial, especially our willingness to provide 82 lb. bags for them as a means of controlling dust.

A few ideas were kicked around on further improvements, but the most obvious was to supply Colonial with 82 lb. bags of RG-100 in polyethylene bags. A bag will be sent to John Ethan for evaluation.

(OVER)

FOLLOW-UP ACTION REQUIRED:

JLM - Send P/E bag to John Ethan.

JEW/EJK - Maintain close contact with Colonial and 3M.

EJK - Check with John Ethan in a couple of weeks re polyethylene bags.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☒

dal 9/28/79

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION 3M Company St. Paul, MN

INDUSTRY CLASSIFICATION Pavement Markings

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 8/30/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bob Stephans - Chemical Purchasing
John Ethen - Development Engineer
David Jones - Supv. Pavement Lab.

CALL OBJECTIVE:

Respond to customer inquiry for "asbestos-free" RG-144

RESULTS OF CALL:

We are in very real danger of losing the RG-100 business at Colonial Rubber. 3M is worried about two areas, the incorporation of asbestos at Colonial and the potential for fiber release on the highway. Of these two the dustiness of the Colonial plant is of far greater concern, mainly because they have so little control over that situation. Another factor is that there have been some labor problems at Colonial and 3M wants none of that.

They would like to find a suitable asbestos substitute, but they would accept an asbestos product in a non-dusty form. We discussed oil-wetted pellets, paste form and bulk handling, and although they liked the idea of the paste, it is impractical for their application since they use only a small amount of liquid. The wetted pellets might have some value, but only if the counts are extraordinarily low (below 0.1 fiber/cc). They would have to be wetted with a chlorinated paraffin such as Chloroway-40.

FOLLOW-UP ACTION REQUIRED:

REB - Please call 3M and see if you can get specifics on a way to cut the dust.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE:REB NF PERMANENT FILE ☐

dal 9/5/79

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION 3M - Traffic Control St. Paul, MN INDUSTRY CLASSIFICATION Traffic Markers

SALESMAN T. P. Norris REGION Western DATE OF CALL 3/27/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: John Ethen, Sr. Product Development Engineer

CALL OBJECTIVE: Routine - Turn over call.

RESULTS OF CALL: We explained our problems in putting 82# in a P.E. bag; and how we feel that our only alternative may be to go to a 41# bag. John is not interested in a 41# bag and has asked us to continue looking for a bag that can hold 82#. The traffic marker Coating Consumption between 250-300 tons RCA 100 this year.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:REB:[redacted]:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

cc for R. E. Byrne
T. P. Norris
W. C. Thurber
J. E. Walsh
KC-File
NF-File

Calidria asbestos

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

RECEIVED
APR 21 1975
[illegible]

By E. J. Kleber with T. P. Norris

Date 3/12/75

Full Name	Interviewed
Address 3M Company St. Paul, MN	Steve McInerney - Buyer C. Robert Stephanson - Purchasing Agent (McInerney's Boss)
Mfrs. of	

OBJECTIVES

Turn over call with T. P. Norris. Check on RG-600 work by Gary Thill.

OBSERVATIONS

3M continues to be something of an enigma, it's almost impossible to find out anything. We were told in no uncertain terms that we are not to contact their people directly, but come to Steve first. Steve asked that we supply him with names of people we have sampled lately and he will track them down for us. We agreed and will write him a letter as quickly as possible. He did tell us that he didn't mind us seeing Thill, but he wasn't in today.

One good thing to come out of all this is that we will be allowed to run a seminar. The procedure is this: We will write a letter to Steve outlining the uses of our products, he will send a letter to the technical directors who will in turn inform their subordinates. The feedback will tell Steve which areas are of interest to 3M's people and we will be requested to confine our remarks to those areas. Finally, a date will be set and we will be invited in to meet with these people all at once (they no doubt will be ussued glasses, big noses and moustaches). Depending on interest generated, we could be talking with anywhere from 5 to 50 people. This could prove to be a very fruitful meeting, it would probably be in May.

The health question was touched on briefly, but 3M is very competent in this area, is aware of their asbestos usages, and is keeping tabs on their own.

RECOMMENDED ACTION

EJK - Write McInerney a letter outlining our end uses and who we have sampled.

REB - Get ready to dazzle 3M in May.

Typed 4/7/75
ds

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION 3M, St. Paul, MN

INDUSTRY CLASSIFICATION You name it, they make it.

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 3/18/76

PRODUCTS DISCUSSED:

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

Other:

PERSONS INTERVIEWED: Steve McInerney
Harold Nuechterlein

CALL OBJECTIVE: Routine call on this good RG-144 customer.

RESULTS OF CALL: Steve has gotten pretty excited about the possibility of using HPP to replace Canadian in their adhesive plants. He says it is being looked at and he will let us know how it is going.

Checked in with Harold regarding RG-144 and RG-244 in high-build coatings. He had some bad news for us. 3M management has decreed that no new asbestos materials be worked on until the OSHA regulations are finalized. They do not intend to remove it from existing formulations, however, all evaluation work has been stopped.

FOLLOW-UP ACTION REQUIRED:

EJK - Not much we can do, except continue normal calls.

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 3/19/76 cjb

REPORT OF CALL

for T. P. Norris - Chicago
H. B. Rhodes - Niagara Falls
W. C. Thurber - NY 38
KC Files
NF Files

CALIDRIA ASBESTOS

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

By J. E. Walsh

Date 3/28/74

Full Name 3-M Company	Interviewed
Address Decatur, Ala.	Avery Thornhill - Purchasing Mgr.
Mfrs. of Building Products	

Call made on moderate user of RG-144. Thornhill commented that the new product containing our RG-144 hasn't really gotten off the ground and they expected to use only about 6-8M lbs. this year as opposed to the 24M lbs. we have them in the plan for. Presented our price increase due 4/15 and Avery will check his stock and see if they want to place an order prior to the 15th. After a congenial lunch discussion on the CALIDRIA product line, toxicology and the Pitt Corning publicity, which also got to this outpost, we returned to the office. A most unusual occurrance, for 3M anyway, happened when Avery showed me a product purchasing sheet for a JM asbestos fiber called 2 Paperbestos. Avery said the volume for this item was much more substantial than 144, but from what I could see, it looked to be a long fiber material.

HBR Ever heard of 2 Paperbestos? Is it long fiber?

Left Avery with a toxicology packet for his records and also for source data should his safety people need information. Advised that I would get back to him if we had anything to compete with Paperbestos and thanked him for his past purchases.

TPN 3M has hired Lee Kendall, whom you may know--a 15 year plus Carbide employee who worked out of Minneapolis. Lee will start with them around 4/15 as a VP in purchasing. He historically called on 3M and was Carbide's inside man there. If you are in the area later in the year, it might be worthwhile to stop in and see him. I'm sure Lee would give us the opportunity to get our products evaluated and would know where they might be tried.

JEW/cs
Typed: 4/3/74

CUSTOMER CALL REPORT

3 M - Traffic Control

CUSTOMER & LOCATION St. Paul, Mn INDUSTRY CLASSIFICATION Traffic Markers

SALESMAN T. P. Norris REGION Western DATE OF CALL 3/27/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: John Ethen, Sr. Product Development Engineer

CALL OBJECTIVE: Routine - Turn over Coat.

RESULTS OF CALL: We explained our problems in putting 82# in a P.E. bag; and have we feel that our only alternative may be to go to a 41# bag. John is not interested in a 41# bag and has asked us to Continue looking for a bag that can hold 82#. The Stripe Marker Coating Coated Consumed between 250-300 tons RC 100 this year.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JPL - PER - JEW - KC - FILE - NE - FILE

NE PERMANENT FILE ☐

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

3 M - Central Purchasing

CUSTOMER & LOCATION St. Paul, Mn. INDUSTRY CLASSIFICATION _____

SALESMAN T. P. Norris REGION Western DATE OF CALL 3/27/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Bob Steven; Purchasing Agent

CALL OBJECTIVE: Routine - Turn around Call.

RESULTS OF CALL: Bob has passed around the LTX bidder list to date has not received any request for samples. He also suggested we contact their P.A. who buys P.E. bags to help resolve the 8243 bag problem, but we declined in favor of our own people having as much or more expertise in this matter.

FOLLOW-UP ACTION REQUIRED:

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asbestosclaims.law/library/15822/17

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: 3M - Traffic Control, St. Paul, MN

INDUSTRY CLASSIFICATION: Traffic Markers

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 2/15/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

John Ethen - Sr. Product Development Engineer

CALL OBJECTIVE:

Explain plastic bag situation

RESULTS OF CALL:

We informed John that we would not have the U-V stabilized bag available in 1980, but would like for Him to try the Standard pellet bag at their compounder's plant (Colonial Rubber). John agreed to try one at 3M's lab and if that looks good he will try 4 or 5 bags during production batches at Colonial. If everything is O.K. at this point, they'll probably try a pallet. Assuming no problems, the next order would all be in P/E bags.

John feels that the P/E bags should work, his only concern is that we may not be able to fit 82 pounds in the bag. After looking at the bag, I told him not to worry, what he has was a 50 lb. bag and we had bigger ones which would certainly hold 82 lbs.

FOLLOW-UP ACTION REQUIRED:

EJK - Regular calls.

WBD - It would probably be a good idea to make a pallet of RG-100 in P/E bags, we should be able to include it in their next order.

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

dal 2/25/80

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: 3M - Central Purchasing, St. Paul, MN

INDUSTRY CLASSIFICATION: _____

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 2/15/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bob Stevens - Purchasing Agent

CALL OBJECTIVE:

Check on circulation of LTX literature

RESULTS OF CALL:

Bob was very apologetic because he had forgotten to spread the word about LTX. He promised to send the blurbs around and let us know if there is any response.

We also kept him up-to-date on the bag/handling situation at the Traffic Control Division. He appreciated our brief rundown of the situation but confessed he knew little of the system.

FOLLOW-UP ACTION REQUIRED:

EJK - Check with Bob on the circulation of the LTX literature by phone in 3-4 weeks.

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

dal 2/25/80

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION 3M Company St. Paul, MN

INDUSTRY CLASSIFICATION Highway Markers

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 9/12/79

w/J. L. Myers, R. E. Byrne, J. E. Walsh

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Dave Jones - Supervisor, Pavement Marking Lab
John Ethan - Sr. Product Development Engineer
Paul ? - Chemist
Lee Kendall - Manager, Chemical Purchasing

CALL OBJECTIVE:

Explore ways of keeping RG-100 in 3M's highway markers.

RESULTS OF CALL:

Background: Dave Jones had, through purchasing, requested we come in and discuss asbestos replacements in the traffic markers. We told him we had no replacements but were convinced that 3M could use RG-100 safely, and we wanted to meet and discuss ways of lowering exposure at their compounders plant.

Given 3M's penchant for secrecy, we were more than a little apprehensive about the call, because they had not indentified the compounder, who we knew was Colonial Rubber. Luckily, Dave Jones removed this obstacle by saying he did not see any reason to withold the name of the compounder.

Jack Walsh, who was present at both Colonial dust counts presented the Colonial dust counts to 3M noting the improvement in exposure levels. Jack also detailed the way asbestos was handled at Colonial, especially our willingness to provide 82 lb. bags for them as a means of controlling dust.

A few ideas were kicked around on further improvements, but the most obvious was to supply Colonial with 82 lb. bags of RG-100 in polyethylene bags. A bag will be sent to John Ethan for evaluation.

(OVER)

FOLLOW-UP ACTION REQUIRED:

JLM - Send P/E bag to John Ethan.

JEW/EJK - Maintain close contact with Colonial and 3M.

EJK - Check with John Ethan in a couple of weeks re polyethylene bags.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☒

dal 9/28/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION 3M Company St. Paul, MN

INDUSTRY CLASSIFICATION Pavement Markings

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 8/30/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bob Stephans - Chemical Purchasing
John Ethen - Development Engineer
David Jones - Supv. Pavement Lab.

CALL OBJECTIVE:

Respond to customer inquiry for "asbestos-free" RG-144

RESULTS OF CALL:

We are in very real danger of losing the RG-100 business at Colonial Rubber. 3M is worried about two areas, the incorporation of asbestos at Colonial and the potential for fiber release on the highway. Of these two the dustiness of the Colonial plant is of far greater concern, mainly because they have so little control over that situation. Another factor is that there have been some labor problems at Colonial and 3M wants none of that.

They would like to find a suitable asbestos substitute, but they would accept an asbestos product in a non-dusty form. We discussed oil-wetted pellets, paste form and bulk handling, and although they liked the idea of the paste, it is impractical for their application since they use only a small amount of liquid. The wetted pellets might have some value, but only if the counts are extraordinarily low (below 0.1 fiber/cc). They would have to be wetted with a chlorinated paraffin such as Chloroway-40.

FOLLOW-UP ACTION REQUIRED:

REB - Please call 3M and see if you can get specifics on a way to cut the dust.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE:REB NF PERMANENT FILE ☐

dal 9/5/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION 3M St. Paul, MN INDUSTRY CLASSIFICATION _____

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 1/17/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bob Stephens - Senior Buyer
Steve McInerney - Buyer

CALL OBJECTIVE:

Introduce myself to Bob, the new asbestos buyer.

RESULTS OF CALL:

Bob has recently taken over asbestos pruchases from Steve and we spent an hour or so discussing "Calidria", from mine to finished product. As usual, not much info to be gotten except that there is a definite interest in RG-144 at their Alabama plant. Bob did emphasize that there is no point in calling there.

FOLLOW-UP ACTION REQUIRED:

EJK - As always with 3M, we have to wait until they call.

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

dal 1/25/79

cc for R. E. Byrne
T. P. Norris
W. C. Thurber
J. E. Walsh
KC-File
NF-File

Calidria ASBESTOS

APR 21

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

THREE M

By E. J. Kleber with T. P. Norris

Date 3/12/75

Full Name 3M Company Address St. Paul, MN Mfrs. of	Interviewed Steve McInerney - Buyer C. Robert Stephanson - Purchasing Agent (McInerney's Boss)

OBJECTIVES

Turn over call with T. P. Norris. Check on RG-600 work by Gary Thill.

OBSERVATIONS

3M continues to be something of an enigma, it's almost impossible to find out anything. We were told in no uncertain terms that we are not to contact their people directly, but come to Steve first. Steve asked that we supply him with names of people we have sampled lately and he will track them down for us. We agreed and will write him a letter as quickly as possible. He did tell us that he didn't mind us seeing Thill, but he wasn't in today.

One good thing to come out of all this is that we will be allowed to run a seminar. The procedure is this: We will write a letter to Steve outlining the uses of our products, he will send a letter to the technical directors who will in turn inform their subordinates. The feedback will tell Steve which areas are of interest to 3M's people and we will be requested to confine our remarks to those areas. Finally, a date will be set and we will be invited in to meet with these people all at once (they no doubt will be ussued glasses, big noses and moustaches). Depending on interest generated, we could be talking with anywhere from 5 to 50 people. This could prove to be a very fruitful meeting, it would probably be in May.

The health question was touched on briefly, but 3M is very competent in this area, is aware of their asbestos usages, and is keeping tabs on their own.

RECOMMENDED ACTION

EJK - Write McInerney a letter outlining our end uses and who we have sampled.

REB - Get ready to dazzle 3M in May.

Typed 4/7/75
ds

T. P. Norris - Chicago
for H. B. Rhodes - Niagara Falls
W. C. Thurber - NY 38
KC Files
NF Files

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

THREE M

By J. E. Walsh

Date 3/28/74

Full Name	3-M Company	Interviewed	
Address	Decatur, Ala.	Avery Thornhill - Purchasing Mgr.	
Mfrs. of	Building Products		

Call made on moderate user of RG-144. Thornhill commented that the new product containing our RG-144 hasn't really gotten off the ground and they expected to use only about 6-8M lbs. this year as opposed to the 24M lbs. we have them in the plan for. Presented our price increase due 4/15 and Avery will check his stock and see if they want to place an order prior to the 15th. After a congenial lunch discussion on the CALIDRIA product line, toxicology and the Pitt Corning publicity, which also got to this outpost, we returned to the office. A most unusual occurrance, for 3M anyway, happened when Avery showed me a product purchasing sheet for a JM asbestos fiber called 2 Paperbestos. Avery said the volume for this item was much more substantial than 144, but from what I could see, it looked to be a long fiber material.

HBR Ever heard of 2 Paperbestos? Is it long fiber?

Left Avery with a toxicology packet for his records and also for source data should his safety people need information. Advised that I would get back to him if we had anything to compete with Paperbestos and thanked him for his past purchases.

TPN 3M has hired Lee Kendall, whom you may know--a 15 year plus Carbide employee who worked out of Minneapolis. Lee will start with them around 4/15 as a VP in purchasing. He historically called on 3M and was Carbide's inside man there. If you are in the area later in the year, it might be worthwhile to stop in and see him. I'm sure Lee would give us the opportunity to get our products evaluated and would know where they might be tried.

JEW/cs
Typed: 4/3/74

CUSTOMER CALL REPORT

CUSTOMER & LOCATION 3M, St. Paul, MN

INDUSTRY CLASSIFICATION You name it, they make it.

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 3/18/76

PRODUCTS DISCUSSED:

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

Other:

PERSONS INTERVIEWED: Steve McInerney
Harold Nuechterlein

CALL OBJECTIVE: Routine call on this good RG-144 customer.

RESULTS OF CALL: Steve has gotten pretty excited about the possibility of using HPP to replace Canadian in their adhesive plants. He says it is being looked at and he will let us know how it is going.

Checked in with Harold regarding RG-144 and RG-244 in high-build coatings. He had some bad news for us. 3M management has decreed that no new asbestos materials be worked on until the OSHA regulations are finalized. They do not intend to remove it from existing formulations, however, all evaluation work has been stopped.

FOLLOW-UP ACTION REQUIRED:

EJK - Not much we can do, except continue normal calls.

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 3/19/76 cjb