

CALL REPORTS DATED 5/18+19/83

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JOINT CALL REPORT

SALESMAN: J. E. WALSH INDUSTRY: DISTRIBUTOR DATE: 5-18-83

ACTIVITY:

Sales calls in the Seattle, Washington area with Bob Osterlund of Harrisons & Crosfield, Washington.

RESULTS OF CALL

Gaco Western - Seattle, Washington - Bill Shackleford, Technical Director. Gaco previously used JM 7MS5 in their mastics and RG244 in their urethanes. WISHA is the state of Washington enforcement agency and when the asbestos standard issued their enforcement people took a strong stance on asbestos users. If you use asbestos in your plant WISHA is required to inspect your plant annually. Although Bill admitted that they had monitored the air and were below the regulatory limits they didn't care for WISHA coming in annually for an inspection so they formulated asbestos out of their products. The canadian was replaced with mini-fibers and 244 was replaced with Bentone both of which are not on the WISHA regulated products list so they have eliminated the annual inspection. There is no way they will return to using asbestos as long as it is regulated and they are subjected to an annual inspection according to Bill no matter what the revelant facts are concerning asbestos and the health, toxicology, and the regulations issues.

Guardsman - Seattle, Washington - Bob Dailey. Purchasing Manager; Fred Kern, Technical Director. This Guardsman location was formerly the Technical Research Corporation and both Fred and Bob were part owners who were bought out. Fred calls all the shots, Bob advised after listening to our pitch on asbestos and he arranged for us to get together with Fred in their conference room. After Fred learned that we were trying to discuss asbestos being used in their formulations he advised that they do not and would not use any regulated product in their formulations. According to Fred once a product has been determined to be a carcinogen, toxic, or is regulated they immediately find a substitute and replace it. As evidence Fred gave the writer the attached UCC notification on their glycol-ethers that he just received and has begun the process of reformulating his products with substitutes. The attitude in the Seattle area seems to be quite hardened not only to asbestos but any regulated products with a few exceptions. The total potential in the area does not appear to be that large to begin with and considering the majority of accounts, according to Osterlund, have the attitudes encountered here and at Gaco Western, broadening of our sales in this area seems extremely remote. In addition Bob phoned two other potential asbestos users and they wouldn't even agree to see us and discuss the subject of using asbestos.

Ashai-Pen Paints - Seattle, Washington - Doug Keir, Technical Director. Ashai formulated an exterior textured coating containing SG210 that they expected to export to Japan but the sales never developed and they haven't made the product in over a year. They essentially are a trade sales house and although Doug would at least discuss asbestos he seemed extremely wary that he wanted to get involved with it. Surprisingly after discussing our current markets for 244 Doug asked for a sample of it to try in the lab which Osterhund will provide. He is looking for a number of the inherent characteristics of asbestos in the formulation he is going to try it in to see if it can solve his problems but my impression is that even if we are technically successful we will still have a long road to hoe before we would be able to convince them they could use it. Osterhund will follow up with Doug on the results of his evaluation and advise the writer of the results.

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METALS DIVISION - CALIDRIA ASBESTOS

JOINT CALL REPORT

SALESMAN: J. E. WALSH INDUSTRY: DISTRIBUTOR DATE: 5-19-83

ACTIVITY:
Sales calls made with Marcos De La Iglesia of Harrison's & Crosfield, Washington in the Seattle area.

RESULTS OF CALL

American Tar - Seattle, Washington - Don Davis, Production Manager. Don advised he had received his pallet of SG210 to try in their aluminized coatings and has it set up to test next week. Our price has been against us as is typical in their straight black asphaltics. American has looked at both Mini Fibers and Hercules's Proplex and find that they do make a suitable coating at one tenth the loading of asbestos but both have problems related to ash residue. At $1.70/lb the synthetic fibers at a 10% replacement level are still higher in cost than asbestos and are not a real threat as American prefers asbestos and would only switch if the industry went asbestos free.

Chem Grate - Woodinville, Washington - Virginia Turner, Purchasing Manager. Virginia coordinates purchasing for both the Chem Grate and Chem Proof companies on site here. Chem Grate manufactures industrial FRP grates and Chem Proof manufactures FRP storage tanks and piping. Both Chem Grate and Proof both use silica in different applications. Chem Grate uses it for putty and patchwork and Chem Proof uses it in laminating parts together. Discussed RG244 as a competitive product vs. the silica and Virginia requested a sample for evaluation along with two of our brochures. She will handle the lab evaluation for Chem Grate and will pass on our literature to the Chem Proof chemist to look over. Marcos will follow up with Virginia on the results of her evaluation and also with the other potential at Chem Proof.

Refcoa - Seattle, Washington - Dave Ellsworth, Chemist. Dave was familiar with 244 having evaluated it in the past in a Derakane resin on the recommendation of Dow. It didn't do the job he wanted it to in the Derakane as it was too efficient and gave them too high of a thix index. He finally settled on Mini Fibers as the best choice considering all the variables he was dealing with. They use Cab-o-Sil now in their putties but after discussing the virtures of 244 Dave requested a sample of it as he felt it would give them better strength properties than silica. Marcos will deliver the sample and follow up on Dave's work with it.

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