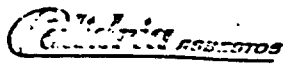
REPORT OF CALL





RECEIVED
APR 23 1973
UCC - CALIDRIA
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cc for T. P. Norris
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UNION CARBIDE CORPORATION
P.O. Box 579 Niagara Falls, N.Y. 14302

By G. L. Dickson

Date 4/17/73

Full Name	Briner Paint Mfg. Company	Interviewed	
Address	3717 Agnes Street Corpus Christi, TX 78405 (512) 884-4804	John Nee (Telecon)	
Mfrs. of			

John requested a lab sample of RG-244 about a year ago but did very little work with it because of toxicology. In fact, they went as far as to package (in plastic bags) the Canadian 7R05 which they had on hand and sent it to a warehouse for storage. Discussed the new OSHA regulations and the question of toxicology in general and convinced him that asbestos could be used safely. Discussed epoxy maintenance coatings, zinc-rich coatings, and epoxy/coal tar formulations. They apparently have some products similar to the latter but are using a urethane for cross-linking instead of epoxy. A thixotrope is required but was unable to find out which one. Did manage to learn that Aerosil and Cab-O-Sil are used in unknown quantities, however. They also make alcohol and water base zinc-rich coatings (ethyl silicate and lithium silicate) which need a flow controller. Presently using a bentone, but it is very water sensitive and
AJJ they would like to find a replacement for it. Will RG-244 be as good as 144 in this type of application? Will either be better than bentones?

ACTION

Get information back to John on zinc-rich coatings. Find out if he needs additional samples.

JLM He has not had a dust survey as yet. Would welcome our doing this sometime in the future. Do you feel that it can be justified even if he is not using our products at this time. It could gain us a lot of points as he is going to need a lot of assurance before he will use our products. Let's discuss.

GLD Send safe use of RG-244 paper to John Nee.

Typed 4/18/73
cjb

Date 4/18/74

Briner Paint Company	John Nee, Technical Director
Corpus Christi, Texas	
Mfrs. of Protective Coatings	

Call made on past prospect for our 210 and 244.

John had remembered us from our contact early last year but all he could recall was that he tried our 244 and it didn't work and he then called us. We told him that perhaps he had not tried it at the recommended usage levels and this could have been a factor in our poor showing. Anyway, they dropped asbestos like a hot potato as a result of one of the publicity flare-ups, and John then began to tell me all the cons why they wouldn't use it. The main one being that they didn't want to provide semi-annual medical exams to all of their 19 plant people. Explained that our interpretation of the regulation was that it called for an annual exam and only for those employees who had a possibility of handling it. We then reviewed the health question a little more. A typical packet of revelant data on the question will be mailed to him for review. Stressed the positive side of the asbestos business both from our sales growth and our plant expansion plans on 244. They completely eliminated the Canadian grade they used in their roofing compound; they now buy the finished compound with asbestos in it direct from Gulf Specialties. Thixatrol, Brand X and Bentone 38 are all used in various formulations. Proceeded to discuss the 244 success story in the areas I felt they were most likely using the various thix agents, and John took me a little by surprise by asking for a sample for a trial evaluation vs the three products they now use. Learned that Thixatrol apparently has to be heated to about 250° before it can be dispersed and although they have a Cowles and can do it, it is a pain in the neck. Discussed our suggested usage levels vs Brand X and Bentone but advised John I wasn't sure what it might be vs the Thixatrol. John had been taking notes and I came to find out why as in closing, John informed me that it was Briner's company policy on salesman calls that they write a call report -- glad to see somebody else has to do it too. A copy of the report is sent to me in the event something is misunderstood and corrections made if needed, and a copy for their records so that lab work would not be duplicated and recommended usages of new products would be done without having to rely on personal memory recall of what the salesman had said. I closed and left feeling as if I had just been "Watergated."

HBR I better send you a copy of their call report to see if anything needs to be corrected.

TW Review the call report when it arrives and send copy to HBR. Write John if any corrections are needed and phone him around mid-May for results of his evaluation of 244.