C for

UNION CARBIDE CORPORATION
CHEMICALS DIVISION

FOR NEW YORK OFFICE

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

REPORT OF CALL

By: T. P. Norris

Date: 8-30-74

Credit Dept. ☐
Tech. Service Lab. ☐
Special Work Requested ☐
Chemicals Advtg. ☐
Change Mailing List ☐

PLAINTIFF'S EXHIBIT
UC-693

Full Name: H & C Inc.	Interviewed (Give full names and titles)
Address: Emeryville, Ca	T. Fletcher L. Persson W. Jackson
Mfrs. of: Distributors	

Designate Persons Concerned And Underline If Action Is Required

H&C has been working with a custom blender, Solvean Inc. Vallero, Ca., who had been requested by Sherwin Williams Co. Oakland, Ca. to blend RG 244 into a solvent system , believed to be for Coal Tar Epoxy, and to ship the blend back to S. W. who would let it down to a finished viscosity. It is believed that S. W. and Solvean operate under a secrecy agreement, and exact details of the system are not yet available, Both companies so far like what they see. S. W. because it solves their CSHA problem, and Solvean because it represents new easy business.

Extrapolation of the idea would provide an excellent overall marketing concept whereby we & our customers could essentially overcome the strongest deterent to our RG 244 business, namely toxicology, and circumvent those in-plant problems, by having an outside blender wet-out the RG 244 to their own requirements, or master-batch, and let the customer let it down to his specification.

Solvean has sampled various systems including Styrene and feel the concept could be a viable business. Based on this fact H&C has contacted Reichold Chemicals, and Neil Estrada's initial reaction is favorable. He has confidence in Solvean as a qualified blender, and Solvean feels he could satisfy Reicholds tight requirements

Solvean has gone to 8-10% solids and could go higher if necessary. There equipment is varied; Kady Mills, Homogenizers, Cowles or similar hi-speed mixing equipment

N.B. DSO Note Comp. Info.

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G C for

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the largest being a batch size of 16 drums. They feel overall raw material cost would increase $ .10-.15 cents/gal. for this service.

H&C will continue to follow this development, and as expertise is developed, especially in Polyester areas, additional custom blenders on a national scale will be solicited to supply local plants.

N.B. DSO Note Comp. Info.

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