Carbide ASBESTOS

PLAINTIFF'S EXHIBIT UC-702

cc for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files ✓
NF Files

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

By J. E. Walsh

Date 4-22-75

Full Name	Alpha Chemical	Interviewed Bob Phillips, Purchasing Agent John Williams, Safety & Quality Control Mack Barrett, Sales Manager Steve (?), Technical Representative Pete Peterson, Production Manager
Address	Lakeland, Florida	
Mfrs. of	Polyester Resins	

Call made with R. E. Byrne to go over the OSHA regulation due to our demise at Colliersville two weeks ago.

A State of Tennessee inspector had been in at Colliersville and advised them that if they were planning on continuing to use 244 they would have to comply with the asbestos regulation. After several phone conversations with Holtzendorf in Colliersville and the Lakeland people, I came to find out that Colliersville shipped the 2 pallets of 244 down to Lakeland, and wrote the inspector a letter telling him that they no longer use asbestos. This course of action was taken, Holtzendorf claims, so that they could provide OSHA with a bone of sacrifice (244) to show them of their good faith, as he knows they will encounter problems down the line with Styrene, which they will have to fight tooth and nail with them on. Learned today from Peterson that Holtzendorf had also written in the last three days a note to the people here warning them of the potential problems with OSHA, and suggesting that they consider getting rid of 244. The Colliersville business was only LTL pallets but growing until the inspection, while the Lakeland plant volume is carloads. R. E. Byrne and the writer went over the OSHA regulation with Williams, who is the man here appointed to handle an OSHA inspection. The general mood of all in attendance was that 244 is a necessary ingredient in their products, and they had no intentions of following Holtzendorf's suggestion to eliminate it. Our biggest booster out of the crowd, surprisingly, was Mack Barrett. The medical exam question was discussed, and Barrett's comments were that they should arrange for it, as the cost of protection was minimal compared to what they could lose. Information on mobile testing was xeroxed and given to Phillips, who will pursue it under Mack's direction as something they should do to insure that there are no possible loopholes with their being in compliance with the regulation in the event of an inspection. Being as the dust monitoring data they have is over two and a half years old, plus the fact that they have made some improvements in the area, it was suggested that a more recent monitoring should be done which we would arrange for ASAP. In conclusion, it looks like we may have temporarily bit the dust in Tennessee, but will not lose out at Lakeland, as the key people here are sold on 244 and will fight and insure

that they are in compliance rather than switch. In the area of new information, Williams is working on WEP resins as an addition to Alpha's line. He has been trying to look at some of UCC's amines without much luck, so I offered to give it a try and get the salesman in Altanta who covers them to give him a call.

REB Please let me know ASAP when we can get a count done here.

REPORT OF CALL

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

Calidria ASBESTOS

OCT 21 1974

UNION CARBIDE CORPORATION

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

By J. E. Walsh

Date 10-10-74

Full Name Alpha Chemical Address Colliersville, Tenn. Mfrs. of Polyester resins	Interviewed Dick Holtzendorf, Technical Director Frank Hart, Purchasing Agent

Call made on major polyester manufacturer but, unfortunately, only a small pallet user of RG-244 at this location.

Dick greeted me with the suggestion that we get together in Frank Hart's office as he had some things he wanted to know that Frank should hear. Question number one was, "Is 244 in short supply or do we foresee any shortage?" My reply was negative; 244 is readily available plus the fact that we are doubling our capacity to meet projected needs. This seemed to satisfy Dick and I could sense the next question coming, so I advised them of our upcoming price increase. It brought an "umm" response but when I mentioned that our carload price would not change, I got an "AHAH" response. It seems that since we have shipped the carload to their Lakeland plant and in lieu of Brand X's 8-15 increase, quite a bit of thought has been going on here to broaden the use of 244. The fact that our carload price isn't going up only strengthens our position and makes the economics all the more attractive. Advised both men that being as Lakeland was now taking carloads, if Colliersville broadened its 244 usage, we could ship a carload ex California, stop it off here, and then send it down to Florida with the drop off charge being the only additional cost to them. Dick commented that he thought our marketing strategy of not increasing our carload price was smart in that it almost forces them to seriously consider using more 244 because of the economics. Thinking out loud, Dick said that the few engineering improvements they would have to make to control asbestos dust were minor so that OSHA didn't come down on them. I really don't think we have even gotten through to Dick on what the regulations mean as his mind is locked into the impression that using a little 244 is OK but using a moderate amount is a problem. Also mentioned that I had given Pre-Stressed Concrete Products Co. their name as a possible supplier of 244 thixed resin and Dick was very appreciative of our thinking of them. We concluded our meeting with Dick commenting that he now had all the input he needed on 244 to make a decision. I don't think he is yanking my chain as from the response that I have gotten so far from T/L 244 users making polyesters, I feel that our keeping to the carload price as is has really gotten them to thinking about broadening its use to warrant buying in this quantity. I sure would like to see us hold off our proposed Jan 1 carload increase until at least the end of the first quarter of '75 to see if our holding the price doesn't increase our sales and share of the market at the major polyester accounts.

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REPORT OF CALL

E. J. Kleber - NF
T. P. Morris - Chicago
H. B. Mobes - Niagara Falls
W. C. Thurber - NY 38
KC Files
NF Files

Called on

UNION CARBIDE CORPORATION

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

By J. E. Walsh

Date 7/12/74

Full Name	Alpha Chemical Company	Interviewed
Address	Colliersville, Tenn.	Dick Holtzendorf, Technical Director Frank Hart, Purchasing Agent
Mfrs. of	Polyester resins	

Call made on polyester manufacturer with truckload potential but presently only a pallet user.

This call followed a great previous night dinner meeting with Dick and his wife where it became evident of his true feelings about the immortal General Lee. Being in the South and an astute Civil War buff, all these years Dick had been harboring up his theories on how Lee lost the war. Not being able to mention the fact readily among Southerners, my tender Yankee ears would not be affected by the degradation of the good general's tactics. This probably has nothing to do with asbestos, sales or call reporting, but I think Dick may have opened one of his Jo-Hari windows (SSD-1) and given me some insight into what really makes him tick. Having gotten to be good friends and all that, I showed Dick the dust sampler I had, and he asked if I could come out to the plant in the morning and run a test for him. I told him I'd be there at 9 A.M. and see what I could get. On arrival in the morning, it looked like the window had shut a little as they were not going to make any resin today. Dick asked if I would take an environmental sample, anyway, just to see if any asbestos fiber still was lingering in the air. Advised him that I would, but that this would in no way meet the OSHA requirement for a dust count as the key was the operator exposure sampling. I then got the $100 plant tour that, to the best of my knowledge, is the first time any UCC people have gotten past his office, and the plant could best be described as a typical polyester manufacturing plant. The data on the one environmental sample taken is as follows:

Sample D-15 on 9:19 A.M off 10:24 A.M. located 7 feet above the floor directly over the opening in the batch tank where the 244 is added. No activity in the general area as the plant was not running The last time a 244 containing batch was made was 7-9 on the midnight to 8 A.M. shift.

EJK Please phone me the results and then we can decide what to do about a report.

All the info on the dust sampler costs, etc. was given to Dick as he felt it would be worth their while to get one as they could swap it around their 3 plants. They have the prescribed microscope so this large expense would be avoided. The window opened again slightly as Dick had Frank Hart give me a two pallet order with instructions to increase their inventory level higher as they would be beginning to use more 244 in the future.

for T. P. Norris - Chicago
N. 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

By J. E. Walsh

Date 4/5/74

Full Name	Alpha Chemical Corp.	Interviewed
Address	Colliersville, Tenn.	Dick Holtzendorf - Tech. Director Frank Hart - Purchasing Agent
Mfrs. of	Polyester Resins	

Call made on growing user of RG-244 in polyesters. This call was at best of the catch as catch can variety and Dick was up to his neck in plant problems. On the last night's shift, one of the operators had pumped a tank truck of glycol into a finished resin tank and due to the scarcity of both ingredients, they were trying to figure out a way to reclaim both ingredients. On the two or three occasions that Dick was able to break away, I explained our 4/15 price increase and that our 244 was not in short supply. Also had the opportunity to bring the same story to Hart and a means to negate the increase if their present growing needs would justify their buying in 6 pallet lots. Hart had just placed a 2 pallet order on 3/27 so they will not order any more material prior to the increase but will explore the possibility of ordering 6 pallets next time around. Styrene has loosened up considerably, Dick advised, and glycol in now the shortest raw material.

HBR Dick said that there was now a bill in Congress that would require OSHA to give a warning of an intended inspection of a customer's plant. It also called for a warning only, no citations, after an inspection had been made. If anything was wrong, the customer would be advise by OSHA on how it should be corrected. After a suitable waiting period, a revisit would be made by OSHA and if the problem still was not corrected, a citation then would be given. Are you aware of this bill Dick is referring to and any of the other particulars?

JEW/cs
Typed: 4/23/74

REPORT OF CALL

for T. P. Norris
H. B. Rhodes
W. C. Thurber
KC Files
NF Files

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

By J. E. Walsh

Date 1/16/74

Full Name	Alpha Chemical	Interviewed	Dick Holtzendorf - Technical Director
Address	Colliersville, Tenn.		
Mfrs. of	Polyester Resins		

Call made on growing user of RG-244. After a long conversation reviewing all the raw material shortages and the reasons behind them, we began discussion of Colliersville's expanding usage of RG-244. In spite of the known styrene and glycol shortages, 244 volume here, although still small, doubled in '73 over '72. The question asked was whether or not this was a result of increased usage of the resin they were using it in, or expansion of its use into other resins. Holtzendorf's reply was that it was a combination of both, but mostly due to their expanding usage in other resins. He claims as he has told us before that they prefer 244 and will slowly introduce it into their resins as they learn more and more about how to use it. Dick expects that our 244 business should grow again this year barring drastic raw material shortages. He feels the OSHA impact has been all but negated due to the energy crisis, but we could never expect to be a 100% supplier of their thix requirements. The raw material shortages and having multiple suppliers allowed Alpha to last longer than most polyester manufacturers, and he is convinced that they should never put all their eggs in one basket. Alpha has hired a new man at Colliersville, Frank Hart, who will coordinate purchasing for their 3 plants. This will not affect our Lakeland business as they will continue as usual and feed into Hart what they need.

JW Meet Hart on next call here, look for Dick at the SPI, and continue regular calls.

JEW:cs
Typed: 1/24/74

REPORT OF CALL

cc for T. P. Norris - Chicago
H. B. Rhodes - Niagara Falls
W. C. Thurber - NY 38
~~King~~ City Files
Niagara Falls Files

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

By J. E. Walsh

Date 7/7/73

Full Name Alpha Chemical Address Colliersville, Tenn. Mfrs. of Polyester Resins	Interviewed Dick Holtzendorf - Technical Director

Call made on major polyester manufacturer to promote use of RG-244

While the subject's Lakeland, Florida plant in using almost a truck-load a month so far this year, this location purchased its yearly requirements of two pallets of 244 in April. Our putty and patch formulation sheet, which evoked interest on our last call here, was reviewed with Holtzendorf and a copy was left with him to see if they could make use of it. With sporadic interruptions, this call lasted over three hours, covering generally all the pros and cons on why Alpha could and couldn't use 244 more extensively at this location. It appears the standard quality objections, clear resin makes air bubbles more visible, gun clogging, and moisture pick-up (they still haven't Karl Fisher tested our dessicated sample), are secondary to the government regulations. Holtzendorf simply doesn't want a lot of asbestos around the plant should they get an OSHA inspection. They would rather take the position that an OSHA inspector would overlook or miss a couple of bags, but would give them the business if they had 10 pallets or so of material. Tried to over-come this line of reasoning, but Holtzendorf still feels they have many other possible areas of various OSHA regulations thay they now live in violation of and there is no sense in making matters worse, especially if he has a choice. I had spoken this AM with Ken Friend of the Lakeland plant re the EPA standards and discussed them again here with Holtzendorf. The general feeling I get is that they might read them, but will file them. One positive note did occur when we were hypothesizing the possibility of our coming out with a wetted 244. When diallyl phthalate was mentioned as a possible choice, Holtzendorf responded that he thought it would be an excellent one. If and when we come up with a wetted 244, he would like to take a look at it, and he remarked that "a monomer wetted 244 in a bag without the word asbestos on it would be a product he could use in the plant without reservations."

JEW/cs
Typed: 7/9/73

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asbestosclaims.law/library/15934/7

REPORT OF CALL

Calidria ASBESTOS

cc for H. Valentin
H. B. Rhodes
T. P. Norris
NF Files
KC Files

UNION CARBIDE CORPORATION

Atlanta, Georgia

By J. E. Walsh

Date 3/19/73

Full Name	Alpha Chemical	Interviewed	
Address	Colliersville, Tennessee	Dick Holtzendorf - Technical Director	
Mfrs. of	Polyester Resins		

Call made with H. B. Rhodes at decision point to encourage usage of RG-244 here.

Continued to work on quality and toxicology objections to using 244 more extensively. The Karl-Fischer has been fixed but nothing has been done yet comparing the desiccated and regular production 244 samples for moisture. In so far as what they would like to see in a third generation 244, Holtzendorf would prefer an organic coated fiber. Gun clogging and clear vs cloudy Brand X asthetic appearance are the other quality objections. The toxicology issue stands on it's own two feet. The question on a silica price increase was asked here and it was indicated that they had received one recently although I was not able to confirm it later in the week at two other large polyester users. I'm not sure now whether there may be a selective increase, an across the board increase that others have not been notified of, or if Holtzendorf was thinking about another product.

Their possible requirement for 244 in the terrazzo area was discovered when mention was made that the floor in the new Memphis airport was sown with Alpha product. Reviewed our success with 244 in this area and also in boat putties for patchwork. Our two data sheets for these applications will be sent for Holtzendorf's review.

Alpha continues to outpace the growth of the major polyester manufacturers in the Southeast and we continue to grow with them, but not increasing our percentage of the available thix business. At best, it gets a little frustrating at times trying to sell 244 to Mr. Holtzendorf and any suggestions on how to hit his "happy" button will be welcomed.

JEW:nd
Typed: 3/30/73

2 1973
UCC - CALIFORNIA
KING CITY, CA.

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asbestosclaims.law/library/15934/8

Calidria asbestos

cc for
H. B. Rhodes
T. P. Norris
KC Files
NF Files

UNION CARBIDE CORPORATION

Atlanta, Georgia

By J. E. Walsh

Date 2/27/73

Full Name	Alpha Chemical	Interviewed	
Address	Lakeland, Florida	Peter Peterson	- Production Manager
Mfrs. of	Polyester Resins	Ken Friend	- Plant Manager
		Bob Phillips	- Purchasing Agent

Call made on regular truckload user of RG-244.

The gel problem they had experienced near the end of last year has not reoccurred and now has been confirmed to be the fault of production in manufacturing it and not RG-244. Alpha continues to run all out 7 days/week, 24 hours a day and 244 continues to work well when they use it. The railroad siding is still proceeding along slowly with the RR people due in to go over the track layout. Friend expects that they now hope to initiate rail deliveries around July. Peter Peterson was interested in truck rates ex Atlanta on 244 in LTL and T/L quantities. The rates will be obtained and forwarded to him. Peterson volunteered that the brand X truckload rate is based on 10M lbs. Although Peterson would not admit it I believe they may be working on the idea of picking up 1/2 truckload quantities of 244 at the truckload price and filling out the balance of the truck with other Atlanta area materials they buy to get better utilization freight-wise of their equipment. The toxicology question raised it's head when Phillips advised that Walter Cronkite had blasted us on TV the past week. Ken Friend rebutted it with the comment that as far as they were concerned they had their dust survey made showing them below the levels prescribed and that it no longer was an issue with them unless we were totally banned.

JEW:nd
Typed: 3/5/73

Published by AsbestosClaims.Law
asbestosclaims.law/library/15934/9

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

By J. E. Walsh

Date 4/5/74

Full Name	Alpha Chemical Corp.	Interviewed	Dick Holtzendorf - Tech. Director Frank Hart - Purchasing Agent
Address	Colliersville, Tenn.		
Mfrs. of	Polyester Resins		

Call made on growing user of RG-244 in polyesters. This call was at best of the catch as catch can variety and Dick was up to his neck in plant problems. On the last night's shift, one of the operators had pumped a tank truck of glycol into a finished resin tank and due to the scarcity of both ingredients, they were trying to figure out a way to reclaim both ingredients. On the two or three occasions that Dick was able to break away, I explained our 4/15 price increase and that our 244 was not in short supply. Also had the opportunity to bring the same story to Hart and a means to negate the increase if their present growing needs would justify their buying in 6 pallet lots. Hart had just placed a 2 pallet order on 3/27 so they will not order any more material prior to the increase but will explore the possibility of ordering 6 pallets next time around. Styrene has loosened up considerably, Dick advised, and glycol in now the shortest raw material.

HBR Dick said that there was now a bill in Congress that would require OSHA to give a warning of an intended inspection of a customer's plant. It also called for a warning only, no citations, after an inspection had been made. If anything was wrong, the customer would be advise by OSHA on how it should be corrected. After a suitable waiting period, a revisit would be made by OSHA and if the problem still was not corrected, a citation then would be given. Are you aware of this bill Dick is referring to and any of the other particulars?

JEW/cs
Typed: 4/23/74

REPORT OF CALL

Calidria ASBESTOS

for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files
NF Files

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

By J. E. Walsh

Date 6-26-75

Full Name Alpha Chemical Company	Interviewed
Address Colliersville, Tennessee	Dick Holtzendorf, Technical Director
Mfrs. of Polyester Resins	

Call made to attempt to convince them that they can use 244 at their West Coast plant.

Started out by going over with Dick the dust sampling results from our count at their Lakeland plant last month. All numbers were below 1, and lower than our prior sampling there three years ago. Based on these results, I offered to send in a pallet of 244 and let us run a dust sampling at Perris to provide them with fiber level numbers that would be typical of what that plant could expect. The illogical arguments that Dick continued to bring up on why neither he nor their California plant could risk a confrontation with OSHA on asbestos just don't hold water, and I don't even think he believes them. Every time I successfully countered a reason why they couldn't use 244, he defensively went off the deep end haranguing government as a scapegoat, with threats of forming his own guerrilla organization if they put them out of business. If anything, I think I lost a lot of respect that I once had for Dick, as I listened and watched his attempts to try and convince me that he was doing the right thing when both he and I knew it wasn't so. The best I was able to get him to commit to was a talk with Elton Denson, the Perris plant manager. They will check on which resins they make that 244 could be used in, add up the potential poundage and savings they could get switching to 244, and if the dollars warranted taking a chance on using it, they would order a pallet and let us ran a dust sampling. Although, it wasn't much and I am not optimistic on what Dick's response will be as he has an out in that he can come back and say the volume isn't worth it, follow up will be made.

JEW

Phone Dick around 7-21 to get his answer on 244 in California.

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REPORT OF CALL

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

Calidria asbestos

OCT 21 1974

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

By J. E. Walsh

Date 10-10-74

Full Name Alpha Chemical	Interviewed
Address Collersville, Tenn.	Dick Holtzendorf, Technical Director Frank Hart, Purchasing Agent
Mfrs. of Polyester resins	

Call made on major polyester manufacturer but, unfortunately, only a small pallet user of RG-244 at this location.

Dick greeted me with the suggestion that we get together in Frank Hart's office as he had some things he wanted to know that Frank should hear. Question number one was, "Is 244 in short supply or do we foresee any shortage?" My reply was negative; 244 is readily available plus the fact that we are doubling our capacity to meet projected needs. This seemed to satisfy Dick and I could sense the next question coming, so I advised them of our upcoming price increase. It brought an "umm" response but when I mentioned that our carload price would not change, I got an "AHAH" response. It seems that since we have shipped the carload to their Lakeland plant and in lieu of Brand X's 8-15 increase, quite a bit of thought has been going on here to broaden the use of 244. The fact that our carload price isn't going up only strengthens our position and makes the economics all the more attractive. Advised both men that being as Lakeland was now taking carloads, if Colliersville broadened its 244 usage, we could ship a carload ex California, stop it off here, and then send it down to Florida with the drop off charge being the only additional cost to them. Dick commented that he thought our marketing strategy of not increasing our carload price was smart in that it almost forces them to seriously consider using more 244 because of the economics. Thinking out loud, Dick said that the few engineering improvements they would have to make to control asbestos dust were minor so that OSHA didn't come down on them. I really don't think we have even gotten through to Dick on what the regulations mean as his mind is locked into the impression that using a little 244 is OK but using a moderate amount is a problem. Also mentioned that I had given Pre-Stressed Concrete Products Co. their name as a possible supplier of 244 thixed resin and Dick was very appreciative of our thinking of them. We concluded our meeting with Dick commenting that he now had all the input he needed on 244 to make a decision. I don't think he is yanking my chain as from the response that I have gotten so far from T/L 244 users making polyesters, I feel that our keeping to the carload price as is has really gotten them to thinking about broadening its use to warrant buying in this quantity. I sure would like to see us hold off our proposed Jan 1 carload increase until at least the end of the first quarter of '75 to see if our holding the price doesn't increase our sales and share of the market at the major polyester accounts.

REPORT OF CALL

T. P. Norris
for H. B. Rhodes
W. C. Thurber
KC Files
NF Files

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

By J. E. Walsh

Date 1/15/74

Full Name	Alpha Chemical	Interviewed	Dick Holtzendorf - Technical Director
Address	Colliersville, Tenn.		
Mfrs. of	Polyester Resins		

Call made on growing user of RG-244. After a long conversation reviewing all the raw material shortages and the reasons behind them, we began discussion of Colliersville's expanding usage of RG-244. In spite of the known styrene and glycol shortages, 244 volume here, although still small, doubled in '73 over '72. The question asked was whether or not this was a result of increased usage of the resin they were using it in, or expansion of its use into other resins. Holtzendorf's reply was that it was a combination of both, but mostly due to their expanding usage in other resins. He claims as he has told us before that they prefer 244 and will slowly introduce it into their resins as they learn more and more about how to use it. Dick expects that our 244 business should grow again this year barring drastic raw material shortages. He feels the OSHA impact has been all but negated due to the energy crisis, but we could never expect to be a 100% supplier of their thix requirements. The raw material shortages and having multiple suppliers allowed Alpha to last longer than most polyester manufacturers, and he is convinced that they should never put all their eggs in one basket. Alpha has hired a new man at Colliersville, Frank Hart, who will coordinate purchasing for their 3 plants. This will not affect our Lakeland business as they will continue as usual and feed into Hart what they need.

JW Meet Hart on next call here, look for Dick at the SPI, and continue regular calls.

JEW:cs
Typed: 1/24/74

REPORT OF CALL

cc for T. P. Norris - Chicago
H. B. Rhodes - Niagara Falls
W. C. Thurber - NY 38
~~King~~ City Files
Niagara Falls Files

Calidria ASBESTOS

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

By J. E. Walsh

Date 7/7/73

Full Name Alpha Chemical Address Colliersville, Tenn. Mfrs. of Polyester Resins	Interviewed Dick Holtzendorf - Technical Director

Call made on major polyester manufacturer to promote use of RG-244

While the subject's Lakeland, Florida plant in using almost a truck-load a month so far this year, this location purchased its yearly requirements of two pallets of 244 in April. Our putty and patch formulation sheet, which evoked interest on our last call here, was reviewed with Holtzendorf and a copy was left with him to see if they could make use of it. With sporadic interruptions, this call lasted over three hours, covering generally all the pros and cons on why Alpha could and couldn't use 244 more extensively at this location. It appears the standard quality objections, clear resin makes air bubbles more visible, gun clogging, and moisture pick-up (they still haven't Karl Fisher tested our dessicated sample), are secondary to the government regulations. Holtzendorf simply doesn't want a lot of asbestos around the plant should they get an OSHA inspection. They would rather take the position that an OSHA inspector would overlook or miss a couple of bags, but would give them the business if they had 10 pallets or so of material. Tried to over-come this line of reasoning, but Holtzendorf still feels they have many other possible areas of various OSHA regulations thay they now live in violation of and there is no sense in making matters worse, especially if he has a choice. I had spoken this AM with Ken Friend of the Lakeland plant re the EPA standards and discussed them again here with Holtzendorf. The general feeling I get is that they might read them, but will file them. One positive note did occur when we were hypothesizing the possibility of our coming out with a wetted 244. When diallyl phthalate was mentioned as a possible choice, Holtzendorf responded that he thought it would be an excellent one. If and when we come up with a wetted 244, he would like to take a look at it, and he remarked that "a monomer wetted 244 in a bag without the word asbestos on it would be a product he could use in the plant without reservations."

JEW/cs
Typed: 7/9/73

Calidria asbestos

cc for
H. B. Rhodes
T. P. Norris
KC Files
NF Files

UNION CARBIDE CORPORATION

Atlanta, Georgia

By J. E. Welsh

Date 2/27/73

Full Name	Alpha Chemical	Interviewed	
Address	Lakeland, Florida	Peter Peterson	- Production Manager
Mfrs. of	Polyester Resins	Ken Friend	- Plant Manager
		Bob Phillips	- Purchasing Agent

Call made on regular truckload user of RG-244.

The gel problem they had experienced near the end of last year has not reoccurred and now has been confirmed to be the fault of production in manufacturing it and not RG-244. Alpha continues to run all out 7 days/week, 24 hours a day and 244 continues to work well when they use it. The railroad siding is still proceeding along slowly with the RR people due in to go over the track layout. Friend expects that they now hope to initiate rail deliveries around July. Peter Peterson was interested in truck rates ex Atlanta on 244 in LTL and T/L quantities. The rates will be obtained and forwarded to him. Peterson volunteered that the brand X truckload rate is based on 10M lbs. Although Peterson would not admit it I believe they may be working on the idea of picking up 1/2 truckload quantities of 244 at the truckload price and filling out the balance of the truck with other Atlanta area materials they buy to get better utilization freight-wise of their equipment. The toxicology question raised it's head when Phillips advised that Walter Cronkite had blasted us on TV the past week. Ken Friend rebutted it with the comment that as far as they were concerned they had their dust survey made showing them below the levels prescribed and that it no longer was an issue with them unless we were totally banned.

JEW:nd
Typed: 3/5/73

Published by AsbestosClaims.Law
asbestosclaims.law/library/15934/15

REPORT OF CALL

E. J. Kleber - NF
T. P. Morris - Chicago
[illegible] - Niagara Falls
W. C. Thurber - NY 38
KC Files
NF Files

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

By J. E. Walsh

Date 7/12/72

Full Name	Alpha Chemical Company	Interviewed
Address	Colliersville, Tenn.	Dick Holtzendorf, Technical Director Frank Hart, Purchasing Agent
Mfrs. of	Polyester resins	

Call made on polyester manufacturer with truckload potential but presently only a pallet user.

This call followed a great previous night dinner meeting with Dick and his wife where it became evident of his true feelings about the immortal General Lee. Being in the South and an astute Civil War buff, all these years Dick had been harboring up his theories on how Lee lost the war. Not being able to mention the fact readily among Southerners, my tender Yankee ears would not be affected by the degradation of the good general's tactics. This probably has nothing to do with asbestos, sales or call reporting, but I think Dick may have opened one of his Jo-Hari windows (SSD-1) and given me some insight into what really makes him tick. Having gotten to be good friends and all that, I showed Dick the dust sampler I had, and he asked if I could come out to the plant in the morning and run a test for him. I told him I'd be there at 9 A.M. and see what I could get. On arrival in the morning, it looked like the window had shut a little as they were not going to make any resin today. Dick asked if I would take an environmental sample, anyway, just to see if any asbestos fiber still was lingering in the air. Advised him that I would, but that this would in no way meet the OSHA requirement for a dust count as the key was the operator exposure sampling. I then got the $100 plant tour that, to the best of my knowledge, is the first time any UCC people have gotten past his office, and the plant could best be described as a typical polyester manufacturing plant. The data on the one environmental sample taken is as follows:

Sample D-15 on 9:19 A.M off 10:24 A.M. located 7 feet above the floor directly over the opening in the batch tank where the 244 is added. No activity in the general area as the plant was not running The last time a 244 containing batch was made was 7-9 on the midnight to 8 A.M. shift.

EJK Please phone me the results and then we can decide what to do about a report.

All the info on the dust sampler costs, etc. was given to Dick as he felt it would be worth their while to get one as they could swap it around their 3 plants. They have the prescribed microscope so this large expense would be avoided. The window opened again slightly as Dick had Frank Hart give me a two pallet order with instructions to increase their inventory level higher as they would be beginning to use more 244 in the future.

REPORT OF CALL

Calidria ASBESTOS

cc for H. Valentin
H. B. Rhodes
T. P. Norris
NF Files
KC Files

UNION CARBIDE CORPORATION

Atlanta, Georgia

By J. E. Walsh

Date 3/19/73

Full Name	Alpha Chemical	Interviewed	
Address	Colliersville, Tennessee	Dick Holtzendorf - Technical Director	
Mfrs. of	Polyester Resins		

Call made with H. B. Rhodes at decision point to encourage usage of RG-244 here.

Continued to work on quality and toxicology objections to using 244 more extensively. The Karl-Fischer has been fixed but nothing has been done yet comparing the desiccated and regular production 244 samples for moisture. In so far as what they would like to see in a third generation 244, Holtzendorf would prefer an organic coated fiber. Gun clogging and clear vs cloudy Brand X asthetic appearance are the other quality objections. The toxicology issue stands on it's own two feet. The question on a silica price increase was asked here and it was indicated that they had received one recently although I was not able to confirm it later in the week at two other large polyester users. I'm not sure now whether there may be a selective increase, an across the board increase that others have not been notified of, or if Holtzendorf was thinking about another product.

Their possible requirement for 244 in the terrazzo area was discovered when mention was made that the floor in the new Memphis airport was sown with Alpha product. Reviewed our success with 244 in this area and also in boat putties for patchwork. Our two data sheets for these applications will be sent for Holtzendorf's review.

Alpha continues to outpace the growth of the major polyester manufacturers in the Southeast and we continue to grow with them, but not increasing our percentage of the available thix business. At best, it gets a little frustrating at times trying to sell 244 to Mr. Holtzendorf and any suggestions on how to hit his "happy" button will be welcomed.

JEW:nd
Typed: 3/30/73

2 1973
UCC - CALIFORNIA
KING CITY, CA.

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asbestosclaims.law/library/15934/17

REPORT OF CALL

Calidria ASBESTOS

FEB 5 1975

cc for: George Vessels - King City
R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files
NF Files

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

By J. E. Walsh

Date 1-30-75

Full Name Alpha Chemical Company	Interviewed
Address Colliersville, Tennessee	Frank Hart, Purchasing Agent Dick Holtzendorf, Technical Director Bill Watkins, President
Mfrs. of Polyester Resins	

Call made on major polyester manufacturer and growing 244 user.

All continues to be proceeding according to plan, as the next carload 244 order that their Lakeland, Florida plant orders will be stopped off here to partially unload some of the 244 before it continues to its Florida destination. Dick continues to ask toxicology-type questions, such as "do you know where we can buy asbestos approved masks," indicating they will be going to an expanded usage of 244 at this location. Made a copy of our approved mask list, and gave it to Hart. Reviewed the economics again in carload quantities on 244, and it looks like a savings of about $6 M to them on a car of 244 vs the equivalent lbs in T/L's of Brand X. Don't know if they were trying to mislead me or if it is true, but they claim they still only pay around 88¢/lb for Cab-O-Sil in truckload lots, as opposed to the $1 and change posted price Cabot has for T/L lots. The freight rate on a T/L, which I assume is from Tuscola, is 3.50/cwt. Discussed our reorganization and our suite at the upcoming SPI, and Holtzendorf will be in to sample some cheese and ask us some questions, he said. He will be the only Alpha representative attending. All three men advised January business has been as bad as December, and they are hurting for orders. This potential cost savings on 244 is a help at this time to them, but will be even more so when their business begins to turn around increasing their usage level of thix agent.

JW Continue call frequency to make Alpha one of our established 244 carload customers.

REPORT OF CALL

Carbide Chemicals

c for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files ✓
NF Files

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

By J. E. Walsh

Date 6-17-75

Full Name	Alpha Chemical Company	Interviewed
Address	Colliersville, Tennessee	Ken Friend, Plant Manager John Williams, Chemist Mack Barrett, Sales Manager
Mfrs. of	Polyester Resins	

Call made on RG-244 carload customer.

Most of the other crew was out playing tennis with the glycol salesman at a local motel. Met Mack at the Stop 'n Go store on my way into the plant and advised him that the dust sampling results were low and well within the TLV, with a written report coming to them in a couple of weeks. Other than a "good, good" and "all is OK with 244," not much else response came from Mack. Joined Ken and John in the TV room and watched the conclusion of the Mickey Mouse Show before I could get their attention. John said he had yet to hear from a Carbide amines man that I said I would try and have call him. Explained the difficulty sometimes of locating the right salesman for a given market area; but I thought he would have heard something by now, as I tracked down the right guy three weeks ago and he had promised to call him. Told John I will get in touch with him again next week and try again to initiate contact. May was a good polyester month, but June seems to have hit the doldrums again, Ken said, as they lost a large customer to competition (probably Reichold, based on Homer Dunnmon's comments yesterday). Briefly discusssd the dust sampling results and went over with Ken the formula for computing the TWA. All's well with 244 per Ken and John, so with little else new on 244 to discuss, we left to go meet the tennis squad.

CUSTOMER CALL REPORT

Jive

CUSTOMER & LOCATION Alpha Chemical Corp. Collierville TN INDUSTRY CLASSIFICATION Polyesters

SALESMAN J.E. Walsh REGION Southern DATE OF CALL 7-5-78 ~~7-5-77~~ RJB

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Dick Holtzendorf - Technical Director

RECEIVED
JUL 1 1978
UCC-CALIDRIA
NIAGARA FALLS, N. Y.

CALL OBJECTIVE:

Call made on large RG-244 prospect.

RESULTS OF CALL:

Alpha has really come up in class with two new beautiful buildings next to the plant. The Corporate headquarters building is lavishly furnished and presents an entirely different appearance for Alpha than they have ever had. The other building is an on-site lease arrangement they have with a large polyester terrazzo applicator who also produces mastics and aggregate panels. They are a good size Alpha account and according to Dick they didn't need the space right now and the lease deal arrangement really locks in the customer with them. Despite the favorable change in appearance, the Alpha philosophy on using asbestos has remained the same as it was on the last visit and since we originally started calling here to introduce RG-244. They are operating now on a temporary injunction that permits them to use silica as long as they stay below the nuisanse dust levels. After a toxicology and regulation update to Dick, he said he still remains scared to death to even think of the problems he would incur with OSHA and EPA if he decided to use asbestos. He claims that it is a local state inspector problem and they are just looking for a reason to give Alpha a problem. Left a copy of our latest price schedule for Dick to keep handy should a change in attitude occur but neither he nor I have much hope for that to happen. Ken Friend, their corporate engineer who came from the Florida plant is now the plant manager at their California plant. Dick said it looks like Ken has finally got his act together having settled down and remarried and now is leading a quiet life on the coast.

FOLLOW-UP ACTION REQUIRED:

TPN - Ken was pro 244 and resisted Holtzendorf's efforts to get rid of it while he was at Lakeland and that may have been partially responsible for his falling from grace. If your in the area, it wouldn't hurt to say hello and see where Ken is at now re 244.

COPIES TO: JRL:TPN:WCT:REB:KC-FILE:NF-FILE NF PERMANENT FILE ☒

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: ALPHA CHEMICAL
COLLIERSVILLE, TN

INDUSTRY CLASSIFICATION: POLYESTERS

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 05/29/84

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

PERSONS INTERVIEWED: Dick Holtzendorf, Vice President, Technical Director

CALL OBJECTIVE:

Follow up on evaluation of RG-244.

RESULTS OF CALL:

Alpha had been sampled earlier with RG-244 by J. E. Walsh. This call was to determine evaluation results and determine future interest. The individual responsible for the testing of the RG-244 sample was off on a personal problem. Dick did not know results of the testing.

Even if the results of the testing are positive, the possibility of Alpha again using RG-244 are slim. Their plant in Kathleen, Florida has been listed on the Super Fund legislation as one of the 200-300 most toxic plants in the United States. According to Dick, the listing is in error. But once you are on the Super Fund list, error or not, you cannot have your name removed. Consequently, not only the Kathleen, Florida plant but also the Colliersville, Tennessee plant received extra attention from EPA and OSHA. Dick feels that at this point using RG-244 is just not worth the extra potential problems.

The new technology of emulsified polyester are a mixture of water and resin. They are used in applications requiring minimum stress and to meet various ASTM Fire Retardent Tests.

Polytrope as well as Aer-O-Sil are used as a thix agent, but Polytrope has a distinct disadvantage of slowing down the cure of finished products.

FOLLOW-UP ACTION REQUIRED:

Stay in touch to determine results of evaluation.

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

-1499z-

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: ALPHA CHEMICAL
COLLIERSVILLE, TN

INDUSTRY CLASSIFICATION: POLYESTERS

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 05/29/84

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

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FOLLOW-UP ACTION REQUIRED:

Stay in touch to determine results of evaluation.

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

-1499z-

any positive response. Charles tried our HPO sample and said it was a big improvement over the canadian fiber he had previously used. After thinking it over Strunk said he thought he ought to give it a try in his supply business and would buy a pallet of HPO from American Industrial and run a flyer on it in his supplies catalog to see what response he got. Charles will order the pallet by years end and if he is able to move it he will promote it more heavily in his next catalog.

2:30 - 2:50 George Casey

Alpha Resins - Colliersville, Tennessee - Dick Holtzendorf, VP Technical Director. Alpha remains one of only two independent polyster manufacturers with Interplastics in Minneapolis being the other. They use Aerosil predominatly but also some polytrope which according to Dick is limited to only certain resins where it outperforms the silicas. Alpha is working with emulsified polyesters now and none of the standard thix agents work and I was surprised when Dick unsolicited asked for a bag sample of RG244 to look at. Dick has always maintained that we had the best thix agent on the market but the negativism on asbestos killed us with the major polyester manufacturers. If Dick's evaluation of 244 in emusified polyesters is successful he will be faced again with evaluating the possibility of using asbestos in their resins. The writer will follow up with Dick on his evaluation and if successful we would need to provide Alpha with some innovative incentives to get them to be a pioneer in using asbestos again in polyesters.

Delta Industrial Coatings - Memphis, Tennessee - Tully Lynch, President. Tully is an ex Burks Hall T. D. who went off on his own with Delta a couple of years ago. In discussing our CALIDRIA line it became apparent that while they did use thix agents such as Bentone and Claytone most of their finished coatings were in the hi to medium gloss area where our material acts as a flatting agent. Tully said they try to standardize on one thix agent due to their limited space and use those that can be put in as many formulas as possible. 244 doesn't fit that requirement at present but Tully said he would keep us in mind in the event his product mix changed where he could use us.

7/27 South

Winchester Ave - From Airport Stay on 51 through town - Last Body East Complex on right side of road.

11:15 - 11:30

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Alpha Chemical, Colliersville, Tennessee

INDUSTRY CLASSIFICATION: Polyester resins

SALESMAN: J. E. Walsh REGION: Southern DATE OF CALL: 3-1-77

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Dick Holtzendorf, Technical Director

CALL OBJECTIVE: Call made on polyester manufacturer to push RG-244.

RESULTS OF CALL: I laid it on Dick at the start that after four years of my calling on him here we have still been unable to increase the usage of RG-244 over what their Florida plant steadily uses. I told Dick that besides being a sales frustration to me, it has been an economical loss for Alpha in that they have not realized the economic savings of 244 vs. the silicas they use. OSHA again was brought up as the reason why they can't use 244 having thrown us as a bone to an inspector to prevent other problems. Dick now admits that this was a mistake as it boomeranged and they now are using silica under a temporary restraining order. In discussing silica, Dick was very interested in the advanced notice of proposed rule-making on amorphous silica I had and he xeroxed a copy of it. I questioned Dick on what he does when he runs into a competitive, clear, all 244 thixed resin and the response was that he thixed it with aluminum glutamate. I'm not sure I got the second part of the compound right but it was a new thix agent on me but is not one they like to use as it is very tricky to handle. I was surprised though that a non-244 user had a way to thix a clear resin and keep it that way.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: REB:JRL:TPN:WCT:KC-FILE:NF-FILE

R. L. Schult J. E. Lenahan

Published by AsbestosClaims.Law
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RECEIVED
MAY 2 1975
UCC-CALIDRIA
NIAGARA FALLS, N.Y.

cc for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files
NF Files ✓

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

By J. E. Walsh

Date 4-22-75

Full Name	Alpha Chemical	Interviewed Bob Phillips, Purchasing Agent John Williams, Safety & Quality Control Mack Barrett, Sales Manager Steve (?), Technical Representative Pete Peterson, Production Manager
Address	Lakeland, Florida	
Mfrs. of	Polyester Resins	

Call made with R. E. Byrne to go over the OSHA regulation due to our demise at Colliersville two weeks ago.

A State of Tennessee inspector had been in at Colliersville and advised them that if they were planning on continuing to use 244 they would have to comply with the asbestos regulation. After several phone conversations with Holtzendorf in Colliersville and the Lakeland people, I came to find out that Colliersville shipped the 2 pallets of 244 down to Lakeland, and wrote the inspector a letter telling him that they no longer use asbestos. This course of action was taken, Holtzendorf claims, so that they could provide OSHA with a bone of sacrifice (244) to show them of their good faith, as he knows they will encounter problems down the line with Styrene, which they will have to fight tooth and nail with them on. Learned today from Peterson that Holtzendorf had also written in the last three days a note to the people here warning them of the potential problems with OSHA, and suggesting that they consider getting rid of 244. The Colliersville business was only LTL pallets but growing until the inspection, while the Lakeland plant volume is carloads. R. E. Byrne and the writer went over the OSHA regulation with Williams, who is the man here appointed to handle an OSHA inspection. The general mood of all in attendance was that 244 is a necessary ingredient in their products, and they had no intentions of following Holtzendorf's suggestion to eliminate it. Our biggest booster out of the crowd, surprisingly, was Mack Barrett. The medical exam question was discussed, and Barrett's comments were that they should arrange for it, as the cost of protection was minimal compared to what they could lose. Information on mobile testing was xeroxed and given to Phillips, who will pursue it under Mack's direction as something they should do to insure that there are no possible loopholes with their being in compliance with the regulation in the event of an inspection. Being as the dust monitoring data they have is over two and a half years old, plus the fact that they have made some improvements in the area, it was suggested that a more recent monitoring should be done which we would arrange for ASAP. In conclusion, it looks like we may have temporarily bit the dust in Tennessee, but will not lose out at Lakeland, as the key people here are sold on 244 and will fight and insure

that they are in compliance rather than switch. In the area of new information, Williams is working on WEP resins as an addition to Alpha's line. He has been trying to look at some of UCC's amines without much luck, so I offered to give it a try and get the salesman in Altanta who covers them to give him a call.

REB Please let me know ASAP when we can get a count done here.

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Alpha Chemical, Colliersville, Tennessee

INDUSTRY CLASSIFICATION: Polyester resins

SALESMAN: J. E. Walsh REGION: Southern DATE OF CALL: 3-1-77

PRODUCTS DISCUSSED:

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

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FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: REB:JRL:TPN:WCT:RC-FILE:NF-FILE

R. L. Schult J. E. Lenahan

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RECEIVED
MAY 2 1975
UCC-CALIDRIA
NIAGARA FALLS, N.Y.

Calidria asbestos

cc for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files
NF Files

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

By J. E. Walsh

Date 4-22-75

Full Name	Alpha Chemical	Interviewed Bob Phillips, Purchasing Agent John Williams, Safety & Quality Control Mack Barrett, Sales Manager Steve (?), Technical Representative Pete Peterson, Production Manager
Address	Lakeland, Florida	
Mfrs. of	Polyester Resins	

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Calidria ASBESTOS

CC: J. E. Lenahan
T. P. Norris
R. L. Schult
W. C. Thurber
J. E. Walsh
KC-File
NF-File

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

By G. L. Dickson

Date 10/2/75

Full Name	Alpha Ink & Chemical Corp.	Interviewed
Address	214 1/2 Washington Ave. Carlstadt, N. J. 07072	Bernie Wagman - Chief Chemist
Mfrs. of	Coatings & Lacquers	

Objective:

Follow on their interest in RG-244.

Observations:

Decision has been made by them to "not switch", rather than fight. Are concerned that OSHA would give them a bad time if they found out that they were using asbestos. Discussed toxicology and Bernie's position is that it is not asbestos that they are worried about but OSHA. Do not use large amounts of thix agents and so they feel the small money savings could not justify the potential problems involved.

Action:

Drop effort.

CUSTOMER CALL REPORT

Save

CUSTOMER & LOCATION Alpha Chemical Corp. Collierville TN INDUSTRY CLASSIFICATION Polyesters

SALESMAN J.E. Walsh REGION Southern DATE OF CALL ~~7-5-78~~ 7-5-78 JEB

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Dick Holtzendorf - Technical Director

RECEIVED
JUL 1 0 1978
UCC-CALIDRIA
NIAGARA FALLS, N. Y.

CALL OBJECTIVE:

Call made on large RG-244 prospect.

RESULTS OF CALL:

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FOLLOW-UP ACTION REQUIRED:

TPN - Ken was pro 244 and resisted Holtzendorf's efforts to get rid of it while he was at Lakeland and that may have been partially responsible for his falling from grace. If your in the area, it wouldn't hurt to say hello and see where Ken is at now re 244.

COPIES TO: JRL:TPN:WCT:REB:KC-FILE:NF-FILE NF PERMANENT FILE ☒

REPORT OF CALL

Calaveras Asbestos

for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files ✓
NF Files

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

By J. E. Walsh

Date 6-26-75

Full Name	Alpha Chemical Company	Interviewed	
Address	Colliersville, Tennessee		Dick Holtzendorf, Technical Director
Mfrs. of	Polyester Resins		

Call made to attempt to convince them that they can use 244 at their West Coast plant.

Started out by going over with Dick the dust sampling results from our count at their Lakeland plant last month. All numbers were below 1, and lower than our prior sampling there three years ago. Based on these results, I offered to send in a pallet of 244 and let us run a dust sampling at Perris to provide them with fiber level numbers that would be typical of what that plant could expect. The illogical arguments that Dick continued to bring up on why neither he nor their California plant could risk a confrontation with OSHA on asbestos just don't hold water, and I don't even think he believes them. Every time I successfully countered a reason why they couldn't use 244, he defensively went off the deep end haranguing government as a scapegoat, with threats of forming his own guerrilla organization if they put them out of business. If anything, I think I lost a lot of respect that I once had for Dick, as I listened and watched his attempts to try and convince me that he was doing the right thing when both he and I knew it wasn't so. The best I was able to get him to commit to was a talk with Elton Denson, the Perris plant manager. They will check on which resins they make that 244 could be used in, add up the potential poundage and savings they could get switching to 244, and if the dollars warranted taking a chance on using it, they would order a pallet and let us ran a dust sampling. Although, it wasn't much and I am not optimistic on what Dick's response will be as he has an out in that he can come back and say the volume isn't worth it, follow up will be made.

JEW

Phone Dick around 7-21 to get his answer on 244 in California.

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REPORT OF CALL

Carbide Chemicals

c for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files ✓
NF Files

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

By J. E. Walsh

Date 6-17-75

Full Name	Alpha Chemical Company	Interviewed
Address	Colliersville, Tennessee	Ken Friend, Plant Manager John Williams, Chemist Mack Barrett, Sales Manager
Mfrs. of	Polyester Resins	

Call made on RG-244 carload customer.

Most of the other crew was out playing tennis with the glycol salesman at a local motel. Met Mack at the Stop 'n Go store on my way into the plant and advised him that the dust sampling results were low and well within the TLV, with a written report coming to them in a couple of weeks. Other than a "good, good" and "all is OK with 244," not much else response came from Mack. Joined Ken and John in the TV room and watched the conclusion of the Mickey Mouse Show before I could get their attention. John said he had yet to hear from a Carbide amines man that I said I would try and have call him. Explained the difficulty sometimes of locating the right salesman for a given market area; but I thought he would have heard something by now, as I tracked down the right guy three weeks ago and he had promised to call him. Told John I will get in touch with him again next week and try again to initiate contact. May was a good polyester month, but June seems to have hit the doldrums again, Ken said, as they lost a large customer to competition (probably Reichold, based on Homer Dunnmon's comments yesterday). Briefly discusssd the dust sampling results and went over with Ken the formula for computing the TWA. All's well with 244 per Ken and John, so with little else new on 244 to discuss, we left to go meet the tennis squad.

Carbide asbestos

c for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files ✓
NF Files

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

By J. E. Walsh

Date 4-22-75

Full Name	Alpha Chemical	Interviewed Bob Phillips, Purchasing Agent John Williams, Safety & Quality Control Mack Barrett, Sales Manager Steve (?), Technical Reprcsentative Pete Peterson, Production Manager
Address	Lakeland, Florida	
Mfrs. of	Polyester Resins	

Call made with R. E. Byrne to go over the OSHA regulation due to our demise at Colliersville two weeks ago.

A State of Tennessee inspector had been in at Colliersville and advised them that if they were planning on continuing to use 244 they would have to comply with the asbestos regulation. After several phone conversations with Holtzendorf in Colliersville and the Lakeland people, I came to find out that Colliersville shipped the 2 pallets of 244 down to Lakeland, and wrote the inspector a letter telling him that they no longer use asbestos. This course of action was taken, Holtzendorf claims, so that they could provide OSHA with a bone of sacrifice (244) to show them of their good faith, as he knows they will encounter problems down the line with Styrene, which they will have to fight tooth and nail with them on. Learned today from Peterson that Holtzendorf had also written in the last three days a note to the people here warning them of the potential problems with OSHA, and suggesting that they consider getting rid of 244. The Colliersville business was only LTL pallets but growing until the inspection, while the Lakeland plant volume is carloads. R. E. Byrne and the writer went over the OSHA regulation with Williams, who is the man here appointed to handle an OSHA inspection. The general mood of all in attendance was that 244 is a necessary ingredient in their products, and they had no intentions of following Holtzendorf's suggestion to eliminate it. Our biggest booster out of the crowd, surprisingly, was Mack Barrett. The medical exam question was discussed, and Barrett's comments were that they should arrange for it, as the cost of protection was minimal compared to what they could lose. Information on mobile testing was xeroxed and given to Phillips, who will pursue it under Mack's direction as something they should do to insure that there are no possible loopholes with their being in compliance with the regulation in the event of an inspection. Being as the dust monitoring data they have is over two and a half years old, plus the fact that they have made some improvements in the area, it was suggested that a more recent monitoring should be done which we would arrange for ASAP. In conclusion, it looks like we may have temporarily bit the dust in Tennessee, but will not lose out at Lakeland, as the key people here are sold on 244 and will fight and insure

that they are in compliance rather than switch. In the area of new information, Williams is working on WEP resins as an addition to Alpha's line. He has been trying to look at some of UCC's amines without much luck, so I offered to give it a try and get the salesman in Altanta who covers them to give him a call.

REB Please let me know ASAP when we can get a count done here.

REPORT OF CALL

cc for: George Vessels - King City
R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files
NF Files

Calidria ASBESTOS

FEB 5 1975

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

By J. E. Walsh

Date 1-30-75

Full Name Alpha Chemical Company	Interviewed
Address Colliersville, Tennessee	Frank Hart, Purchasing Agent Dick Holtzendorf, Technical Director Bill Watkins, President
Mfrs. of Polyester Resins	

Call made on major polyester manufacturer and growing 244 user.

All continues to be proceeding according to plan, as the next carload 244 order that their Lakeland, Florida plant orders will be stopped off here to partially unload some of the 244 before it continues to its Florida destination. Dick continues to ask toxicology-type questions, such as "do you know where we can buy asbestos approved masks," indicating they will be going to an expanded usage of 244 at this location. Made a copy of our approved mask list, and gave it to Hart. Reviewed the economics again in carload quantities on 244, and it looks like a savings of about $6 M to them on a car of 244 vs the equivalent lbs in T/L's of Brand X. Don't know if they were trying to mislead me or if it is true, but they claim they still only pay around 88¢/lb for Cab-O-Sil in truckload lots, as opposed to the $1 and change posted price Cabot has for T/L lots. The freight rate on a T/L, which I assume is from Tuscola, is 3.50/cwt. Discussed our reorganization and our suite at the upcoming SPI, and Holtzendorf will be in to sample some cheese and ask us some questions, he said. He will be the only Alpha representative attending. All three men advised January business has been as bad as December, and they are hurting for orders. This potential cost savings on 244 is a help at this time to them, but will be even more so when their business begins to turn around increasing their usage level of thix agent.

JW Continue call frequency to make Alpha one of our established 244 carload customers.