METALS DIVISION

CUSTOMER CALL REPORT

Sage - Dev - Lindz File

CUSTOMER & LOCATION CHEVRON CHEMICAL Oakland, Ca

INDUSTRY CLASSIFICATION Asphaltic Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 12-3-75

PRODUCTS DISCUSSED:

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

Other: _____

PLAINTIFF'S EXHIBIT UC-707

PERSONS INTERVIEWED: Joe Goodrich, Chemist

CALL OBJECTIVE: To develop HPP as a replacement for various Canadian grades in asphaltic coatings.

RESULTS OF CALL: We continue to make slow, steady progress. Research is in the process of writing up a report on HPP, and making a recommendation to their management that a production trial be arranged. This is for an asphaltic application trade named "Walk Top", for school playgrounds. They would like to make the product work as our proximity to their West Coast plants could save them money. Should the trial be successful, in addition to the 3 West Coast plants, and provided the economics were in our favor at all plants, we could eventually supply their plants in Ohio, Maryland, Alabama and Connecticut. The usual assistance regarding dust counts was also discussed, and since they already do their counts, we may be asked to double check their counts.

FOLLOW-UP ACTION REQUIRED:

Continue to follow up with H&C.

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT; JEJ; KC-File; NF-File
XX R. L. Schult, J. E. Lenahan

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Calidria ASBESTOS

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

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

By T. P. Norris

Date 6-18-75

Full Name CHEVRON ASPHALT CO. Address 555 Market St. San Francisco, Ca 94105 Mfrs. of Emeryville, Ca. Plant	Interviewed Bob Ayres, Buyer Lloyd Wingerd, T. D.

An encourging call with Lloyd Wingerd. He continues to be interested in HPP for asphaltic Coatings both road and roof. My first presentation to him some months ago proved to be a debate on our classification of grades vs. the Canadian Bauer-McNett Wet Classification. He could not understand how we hoped to sell him when our spec. sheet on HPP-HPO, vs. 7 M were entirely different. This meeting showed much improvement; he has run his own Bauer-McNett test on HPP and is encourged at the relults. Although our fibers are classed as shorts this test method closely matches those of 7M. He will continue to do work and a trial order will be solicited from their S. F. office. They appartenly have a dust problem, as the pellets seem to be the way they want to go. Potential volume at their 3 plants located at Portland, Ore, Oakland & El Segundo, Ca. is 2 C/L, each plant/year.

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron Asphalt Company
4525 San Leandro Street
Oakland, California 94601

INDUSTRY CLASSIFICATION: Asphalt Coatings

T. Fletcher, H & C
R. E. Byrne

SALESMAN: T. P. Norris

REGION: Western

DATE OF CALL: 4/21/76

PRODUCTS DISCUSSED:

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

Other:

PERSONS INTERVIEWED: L. C. Wingerd, Technical Director
Bob Ayres, Purchasing
Jack Anderson, Environmental Lab

CALL OBJECTIVE: Attempt to motivate their decision in using HPP

RESULTS OF CALL: As reported earlier, the trial using HPP in their "Walk Top" asphaltic coatings was successful except that production time increased some 50%. The options laid out by us to improve this production time were generally not well accepted. These include presoaking the HPP overnight, or going to high-speed shear mixing equipment. The only option remaining for them is to run trials using HPO. T. Fletcher is to supply the sample. A letter covering our problem and options has been forwarded to Lloyd Wingerd, Bob Ayres, and the production Superintendent, J. F. Aldrich. After they review the various data, including the recent dust count with HPP, they are to hopefully make a decision to go to either HPP or HPO.

A tour of their new Environmental Lab was conducted by Jack Anderson. In this lab all products produced by the Standard Oil Companies are tested for short and long term effect on Rats and Rabbits. It is a highly sophisticated and expensive operation.

FOLLOW-UP ACTION REQUIRED: Continue to follow through H & C.

MAY 10 1976
UCC-CALIFORNIA
NIAGARA FALLS, N. Y.

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: for R. E. Byrne
W. C. Thurber
J. E. Walsh
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Calidria asbestos

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

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cc: R. L. Schult, J. E. [illegible]