REPORT OF CAL



for T. P. Norris - Chicago
H. B. Rhodes - Niagara Falls
W. C. Thurber - NY 38
KC Files
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UNION CARBIDE CORPORATION
P.O. Box 579 Niagara Falls, N.Y. 14302

By J. E. Walsh

Date 3/6/74

Call made on carload customer of SG-210. Nothing has been done since the last call here re evaluating 210 in their spray formulations and we remain in their redi-mix joint cement only. Five carloads of 210 in '74 still looks realistic despite the raw material shortages which was Simmons' reason for not having the time to look at 210 in sprays. With TiO_2 and thickener being short, mentioned the possibility of using 210 to stretch their titanium 10% and the thickener by 25%. This seems like a real interesting concept to Simmons and will probably get more priority than looking at the 210 sprays. EPA was in Simmons advised and after a plant inspection, the only comment re asbestos was that it might be a good idea to cover the pallets with plastic. Missed an opportunity here to discuss our shrink wrapping as it just comes to mind now as I write this report. Simmons thought the EPA inspection was the result of a wave of newspaper and TV publicity concerning the Pitt Corning, Tyler, Texas plant. Explained the black eye story as best I knew it and we then went on to our most likely possible price increase on 210 on April 1. No outward negative reactions resulted as I carefully watched his "non-verbal audibles."

JW Continue to follow with Simmons on next trip evaluating 210 in sprays and his results with 210 as a TiO_2 thickener stretcher.

JEW/cs
Typed: 3/19/74

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

By J. E. Walsh

Date 9-30-74

Full Name Roach Paint	Interviewed
Address Dallas, Texas	Doc Cawthorne, Chemist Jerry Fautenberry, Purchasing Agent
Mfrs. of Protective Coatings, joint cements & sprays	Jerry Nichols, General Manager

Call made with J. L. Myers to try and determine what's going on re SG-210.

Jerry Simmons, the previous lab contact here, has left and gone into his own (non-coatings) related business. Doc informed us that Roach's objective was to eliminate asbestos from all their products as soon as possible and that is what he is now working on. He claims he has already eliminated it from their redi-mix with a readily available, lower cost material that gives them a better quality product. Based on what the major manufacturers have been able to do so far, I have some doubts that Doc has achieved all he claims. A hint from our discussion was that the replacement may be a silicate material. Doc's impression was that they had switched from 210 to 7RF9 in redi-mix prior to his working out the new formula which they are test-marketing now. They still make asbestos-containing joint cements but he felt that only Canadian was being used which is contrary to what Simmons had advised on my last call here. Doc also showed us a booklet of toxicology info he had picked up at a John Myer seminar given in Dallas last week. Asked Doc who we could appeal the "asbestos out" decision to and he felt our best bet was Jerry Nichols, their General Manager. Nichols was out of the office, but I reached him later in the day and made an appointment for John and I to return 8:30 A.M. the next day. Stopped over to Jerry Fautenberry to find out what their inventory was and, as usual, got the same old runaround. They weren't positive but it was at least a little over a carload. Jerry also had a freight bill for a 100M lb car from Canada that cost $2600 ($2.60/cwt.) Besides the various Jerrys here, none of whom seem to have any information on what is going on, it seems incredible to me that if we have, in fact, been replaced by Canadian that they wouldn't at least use up the 210 they have just to get rid of it or ask to return it rather than tie up both space and cash for nine months. Hopefully, tomorrow's call on Nichols will shed some light on what is going on.

10-1 Call made with J. L. Myers on Jerry Nichols to try again to find out what is going on and appeal the "asbestos out" edict.

Well, the story we got from Nichols was a slight revision in some parts from what we had heard the previous day. 210 is still being used, but only in one redi-mix

formulation which is a small volume item with them. Their asbestos-less redi-mix formula is a much larger volume item supplied to one of the largest Dallas area contractors who requires that it be asbestos-free because of difficulties he has had with his insurance company on test samples they had taken. Of the 3 samples taken on sanding joint cements and spraying a textured coating, only one was below the TLV at 5.2 fibers. The other two were 15 and 21/fibers. We reviewed the toxicology issue and advised Jerry of the work we were doing with the GDICI as well as the various samples we had taken. He requested that we provide him with our sanding and spraying data along with the type of equipment used in the spray application. Also offered to provide him with a copy of the proposed work procedures being developed with the GDICI and he gratefully accepted. With this ammunition he feels he at least can go back to the contractor and fight the battle on asbestos as he admitted to not being quite so pleased with the quality, cost and performance of his asbestos-less mud. This is a little different from what we heard the previous day from Doc Cawthorne.

JLM Do you want to send the info direct from the Falls with a cover letter, or do you want to send it down to me for transmittal?

JW Follow up by phone around 11-15 with Nichols to see if he needs any help and make an appointment to see him on the next trip.