METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT UC-932

CUSTOMER Phillips Petroleum Company INDUSTRY Oil

CITY, STATE Bartlesville, Oklahoma SALESMAN J. E. WALSH DATE 8-31-82

DOCUMENTS PROVIDED: MSDS___ DUST COUNT REPORT___ BLUE BOOK___ OTHER___

PERSONS INTERVIEWED:

Greg Collins Business Manager - Extracted Chemicals

CALL OBJECTIVE:

Respond to phone inquiry by Phillips on CALIDRIA availability.

RESULTS OF CALL:

Greg, as business manager for extracted chemicals, has profit center responsibility for Drilling Specialties who distributes J-M's Flowsal. In light of J-M's Chapter 11 announcement, Greg has been in the process of contacting asbestos suppliers to investigate their possibility of becoming a secondary source of supply of fiber at this time and as possibly a primary source in the future should J-M become unable to supply their requirements. Phillips objective, Greg said, was not to single source themselves on any raw material; and, being as Flowsal is their tradename, they are able to put any suppliers asbestos in their bag. A primary source of supply would have between 60-70% of their business, Greg said; and our plant ideally suited for shipments into China which Phillips sees as the next new oil drilling market. Domestically, Greg advised that they have seen the market for asbestos in a decline over the past 5 years due to the OSHA regulations and the negative publicity; and he estimated that today, which is the lowest drilling count activity over the past few years, the total market for asbestos as a sweep material is running between 600-1400 tons a year. Based on present sales to Montello and their market intelligence, Greg's figure appears low. Explained to Greg that we presently are working with Montello in Tulsa, Oklahoma on an exclusive contract basis both domestically and internationally to market our fiber to the oil drilling industry. Suggested that, as Phillips was not looking for any definite yes's or no's at this point and the fact that the possibility always exists that our present situation could change, we would like to keep the door open for both parties to discuss the subject again in the future should either of us so desire. Greg felt that this would be a reasonable approach at this time and said, before they make any final commitments, that they would check us out again if we had not contacted them in the interim.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: GLD: TPN: REB: GML: KC-FILE: NF-FILE WCT NF-PERMANENT FILE ☐

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Phillips Petroleum, Bartlesville, Oklahoma

INDUSTRY CLASSIFICATION: Plastics

SALESMAN: J. E. Walsh

REGION: Southern

DATE OF CALL: 5-17-77

PRODUCTS DISCUSSED:

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

Other: _____

PERSONS INTERVIEWED:

Jim Short - Manager Plastics R & D
John Romine - Safety
Wayne Hill - Engineering Plastics
Gene Havell - Safety
Bob Shue - Engineering Plastics
W. J. Brown - Industrial Hygiene
Wally Bailey - Applications Research
J. V. Smith - Manager Tech. Service & Development - Plastics
John W. Miller - Analysis Branch
D. G. Needham - Plastics Compounding

CALL OBJECTIVE:

Call made with R. E. Byrne to present the RG-600 story.

RESULTS OF CALL: A larger than expected turnout also included two other attendees that we didn't get the names of. Phillips is super-sensitive on the health issue and just getting here to talk about 600 was a task. The whole group gathered in a conference room set up and after a short CALIDRIA introduction by the writer, R. E. Byrne launched into the technical merits of 600. As expected about 50% of the time was spent discussing the OSHA regs and what needed to be done for compliance. Bill Brown seemed to be the Phillips leader in this category as he occasionally paused and advised their technical people what his views were in order for them to use asbestos. A more detailed study on our 600 dust samplings was given to Brown to review after our presentation. After about an hour the group broke up and we adjourned to a smaller conference room. The safety people went their own way and we retained all the technical people for a more in depth discussion on what 600 might do in Phillips polypropylene. There appears to be interest within the technical group of evaluating 600 but it is hard to gauge what restrictions their safety people might impose on an evaluation.. Brochures and business cards were spread around to all of the attendees and the next step seems to be for Phillips to digest what we have to offer with 600; determine what interest it would be to them in their polypropylene; review with their safety group what precautions are needed if they intend to evaluate it; and lastly and hopefully call us for samples.

FOLLOW-UP ACTION REQUIRED:

J. E. -- Phone Short around 6-5 if no sample request received to determine Phillips position on 600.

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