

CUSTOMER CALL REPORT

PLAINTIFF'S
EXHIBIT
FD-76h

CUSTOMER & LOCATION Ford Motor Company
Vinyl Operations
Mt. Clemens, MI INDUSTRY CLASSIFICATION Sealants

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 4/12/77

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC ₂	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	

PERSONS INTERVIEWED: Bob Cliffel

CALL OBJECTIVE: Determine, firsthand, Ford's interest in RG-244.

RESULTS OF CALL: Bob says that he has been ordered to start up a sealant operation at Ford. He must have a workable vinyl plastisol sealant formulation by the end of May and RG-244 will get a fair shot. Bob claims that Ford has budgeted \$2MM for the project. Upon completion, they will be able to produce 24MM pounds per year of this sealant.

We went over the usual toxicology rundown and Bob says that even if the RG-244 works (and we should get a preliminary answer within a week), our biggest battle may well be with Ford's hygienists. I answered that we were prepared to fight that battle.

FOLLOW-UP ACTION REQUIRED:

EJK - Check with Cliffel by 4/22 and see how it went.

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APR 21 1977

UCC-CALIDRIA

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R. L. Schult J.E. Lenahan

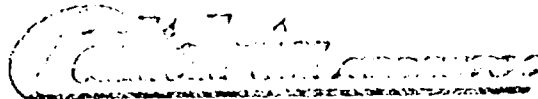
Typed 4/18/77 cjb

REPORT OF CALL

~~Dr. George~~

CC for

J. E. Walsh
H. E. Byrne
KC-File
NF-File



UNION CARBIDE CORPORATION

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

By E. P. Hannon

Date 1-3-73

Full Name	Ford Motor Co.	Interviewed
Address	General Parts Div. Hawsonville, Mich. 48197	Charles Payor, Safety Dept.
Mfrs. of	Polyester Premix	

OBJECTIVE

Attempt to make progress with Ford to use our SG-200 in Polyester Premix. Progress has been stalled due to OSHA, and Ford has investigative studies under way to replace asbestos when and if these reports to develop methods of safe handling prove fruitless.

Discussion

Our original contact has been with Dr. George Bator of their Sheldon Road plant. His initial studies indicated our material could work in his premix and a positive saving on manpower and money was possible. His work has been halted by upper management. He referred me to their Product Planning Research Dept. Mr. Ed Newton, indicated that Ford's primary concern was in the safe handling of asbestos so that at some future date, operators now handling asbestos and developing lung complications could not easily place the responsibilities onto Ford Motor Co. According to their Safety Dept, the concern is not in their mixing areas but rather in taking the finished molded part through the various stages of deflashing, drilling etc. Its in these areas they exceed the TLV, and hence their concern with OSHA.

A meeting has been agreed upon, whereby we will make a presentation to their Safety Dept. on the safe handling of asbestos in general and our pellet story in particular.

REPORT OF CALL

CC for

W. C. Thurber
R. E. Byrne
J. E. Walsh
FD-File
MC-File

Union Carbide Corporation
UNION CARBIDE CORPORATION

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

By T. E. Norris

Date 6-18-73

Full Name	Ford Motor Company	Interviewed
Address	14425 Sheldon Road Plymouth, Mich	Dr. George Bover
Mfrs. of		

As previously reported, Ford was to run a trial of a nonasbestos premix. This trial has been run and is considered successful. This means that Ford now has an alternative method of producing their premix, and that if the Federal Regulations create an undue burden or dust levels remain uncontrollable that Ford can now switch because "Ford has a better idea".

The nonasbestos material was Hollostonite, from Interpace Co. George estimated that their production (Interpace) was to go from 50,000 ton/year to 100,000 ton/year next year.

METALS DIVISION
CUSTOMER CALL REPORT

CUSTOMER & LOCATION Ford Motor Company
Dearborn, MI INDUSTRY Automobiles
CLASSIFICATION

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 11/19/77
w/ H. B. Rhodes

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC ₂	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	

PERSONS INTERVIEWED: Carolyn B. Zelek - Sr. Engineer

CALL OBJECTIVE: Try to find out what Ford's policy on the use of asbestos is.

RESULTS OF CALL: Although not clearly defined, Carolyn appears to have some sort of responsibility at Ford for knowing what's going on in the asbestos business. She attends many of the same meetings that H. B. Rhodes attends, and very obviously likes to meet with H. B. Rhodes to find out what's going on in the industry. She did mention that Ford is in the process of drawing up a policy on the use of asbestos, and asked if we wanted to see it. Needless to say the answer was yes. She said that since it has not been approved by anyone in corporate management we could not have a copy, but she'd be happy to show it to us. Briefly stated, the policy states that Ford will continue to accept materials containing asbestos and will keep their ears to the ground for any new developments from the government. Also there is a statement in there regarding the fact that it is in Ford's best interests to check with their suppliers to make sure that the suppliers are all in compliance with the OSHA regulations. There is no move to eliminate or even suggest eliminating asbestos from friction materials. The only bad thing here is that this document applies only to friction products. However, the one of the statement indicates that Ford is in no panic to get rid of asbestos. At this point it may not be wise for us to push the idea of including sealants in this statement, until we find out whether or not it gets approved.

We informed Carolyn of the fact that the vinyl plant in Mt. Clemens, MI, was preparing a formulation containing asbestos, specifically RG-144. We related to her the fact that Bob Cliffl, the formulating chemist at Mt. Clemens, was having some difficulty with Ford's industrial hygiene. Although a little surprised at this I wouldn't say that she was panicked.

FOLLOW UP ACTION REQUIRED:

(OVER)

OK - Not really a heck of a lot we can do here, we ought to check in with Carolyn every few weeks and see if the friction products policy got approved, and maybe try to take it then a step further to include sealants. Right now the status of them using RG-144 at Mt. Clemens, is a little cloudy. Bob Cliffl seems to be inclined to let well enough alone and not stir up any dust. Bob's comment that mentioning it to Carolyn was probably a good idea, but at this point he doesn't want to push it. (OVER)

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Typed: 12/8/77 dal

METALS DIVISION
CUSTOMER CALL REPORT

CUSTOMER & LOCATION Ford Motor-Vinyl Operations
Mt. Clemens, MI INDUSTRY Sealants
CLASSIFICATION

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 10/20/77
w/ J. L. Myers

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC ₂	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	

PERSONS INTERVIEWED: Dave Arndt - Chemist
Leo Bistak - Engineer

CALL OBJECTIVE: Deliver dust control engineering information obtained from
Harbans Singla of our Engineering Dept.

RESULTS OF CALL: We presented Dave and Leo with blue prints of our dust control system at King City, and the specifications for that system. John Myers went over the blue prints and specifications with them highlighting the portions that would be of interest to them. We also gave them additional dust count data which had not been presented at the seminar two weeks ago. Blair Ingalls' memorandum on filter plugging was also given to them for general information purposes.

The current time table on the underbody sealant project looks like this: the pilot plant is scheduled to begin making small amounts of the sealer in February 1978. They expect to be in full blown production by January of 1979. When they are in full production, they will consume 40-60,000 lbs./ year, depending on whether they go with RG-244 or RG-144.

We did learn one interesting thing. Ford is very dissatisfied with the current supplier of the underbody sealer, Allied Material. Their sealant tends to be lumpy and has a poor surface. We hastily added that they do not use our product in that formulation.

Although Ford Motor is not exactly thrilled about using asbestos in this formulation, there are two reasons which should work in our favor. First of all, RG-144 and RG-244 are so far the only things they have been able to make work. The second reason is that Ford is going to have to introduce lead in this sealer. They feel that ventilation and employee education is going to be necessary for lead anyway, so asbestos ends up being only part of their concern, rather than the whole problem.

FOLLOW-UP ACTION REQUIRED:

EJK - it is important to stay in close contact with Ford in order to combat any health-related concerns they may have about using asbestos. Ford should be contacted at least once a month. We get the definite impression that this formulation is merely a springboard for Ford to eventually set up a sealants division much along the lines of Chrysler. It is in our best interests to be in on the ground floor.

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Typed: 10/25/77 Dal

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Ford Motor Company
Vinyl Plant
Mt. Clemens, MI INDUSTRY Sealants
CLASSIFICATION

SALESMAN Edward J. Kleber w/ REGION Midwest DATE OF CALL 10/6/77
R. E. Byrne, Jr. &
J. L. Myers

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC ₂	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	

PERSONS INTERVIEWED: Bob Cliffel } Chemists
Dave Arnt }

CALL OBJECTIVE: Present seminar to Ford on how to use asbestos safely.

RESULTS OF CALL: Ford has decided that they are definitely going into the sealant business and Cliffel's group is under orders to be producing by February. Their first target is to take the Ford "201" underbody sealer business away from Allied Materials. Although Cliffel has not come right out and said it, one gets the impression that the only formulas that Ford has right now contain either RG-144 or RG-244. According to what Cliffel told us before, this one formulation would be worth a number of carloads per year regardless of whether they go with RG-144 or RG-244.

JLM & REB presented the "Calidria" story to a group of about 12 people, known as a task force involved with the sealant project. Details on how to handle our stuff were fairly general in nature because at this point Ford isn't 100% sure what type of equipment they will be using.

It is imperative that we stay close to Cliffel and try to support him with mixing and ventilation equipment data that is pertinent to their operation. Cliffel noted that we have a tremendous selling job to do here on their safety people, which means that we are going to have to back up our contentions with data.

FOLLOW-UP ACTION REQUIRED:

EJK - Check with Cliffel on reaction to our presentation on 10/14.

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Typed: 10/10/77 dal

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Ford Motor Company
Vinyl Operations
Mt. Clemens, MI INDUSTRY Sealants
CLASSIFICATION

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 4/12/77

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC ₂	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	

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We went over the usual toxicology rundown and Bob says that even if the RG-244 works (and we should get a preliminary answer within a week), our biggest battle may well be with Ford's hygienists. I answered that we were prepared to fight that battle.

FOLLOW-UP ACTION REQUIRED:

EJK - Check with Cliffel by 4/22 and see how it went.

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APR 21 1977

UCC-CALIDRIA

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R. L. Schult J.E. Lenahan

Typed 4/18/77 cjb

METALS DIVISION
CUSTOMER CALL REPORT

CUSTOMER & LOCATION Ford Motor Company
Vinyl Operations
Mt. Clemens, MI INDUSTRY Spray Plastisol
CLASSIFICATION Sealant

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 5/9/78

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC ₂	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	

PERSONS INTERVIEWED: Bob Cliffe - Chemist

CALL OBJECTIVE: Determine status of spray plastisol sealant project.

RESULTS OF CALL: Bob still maintains that he's under extreme pressure to remove RG-144 from his formulation. He claims that this is very difficult to do and, in fact, if he was forced to go into production tomorrow, he would have to either use no thixotrope or go with RG-144. They have even gone to the extreme of asking Al Bullman (UCC- C&P) to assist them in finding a way of getting rid of asbestos. The Chemicals & Plastics Division is involved here because they want to sell silane adhesion promoters for this operation, and other thixotropes do not work with silanes.

There has been a significant change in Ford's long-range plans for this sealant. Rather than go into a pilot plant operation themselves, they are going to have it produced by an outside manufacturer for them. Bob claims that they have already negotiated with someone to produce the sealant. Their long-range plan is to have this compounder produce the sealant for a couple of years then take over the production themselves.

In his almost desperate search for asbestos replacement or a means of handling asbestos safely, Bob asked for a sample of RG-100. The mixer that Ford is going to buy for production is to be a Bauer High Speed Disperser which Bob feels very well may be able to break up our pellets. When the sample arrives, he will try to get lab time so that he can evaluate the pellets.

We offered for the umpteenth time to speak to Ford's Industrial Hygiene Dept., their plant
FOLLOW-UP ACTION REQUIRED: (OVER)

EJK - This still stands to be a very important account and should be checked with on every Detroit trip.

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dal 5/18/78