



UNI-BELL PVC PIPE ASSOCIATION

2655 Villa Creek Drive, Suite 155, Dallas, Texas 75234 Telephone (214) 243-3902

July 29, 1988

RECEIVED
AUG 1 1988
DR. R. T. GOTTESMAN

Mr. Guy E. Disch
Occidental Chemical Corporation
Armand Hammer Blvd.
Box 699
Pottstown, PA 19464

Re: Uni-Bell/VI Cooperative Program
Report

Dear Guy,

We provide you the attached report on progress for the Vinyl Institute pivotal cities as per your request for your upcoming Executive Board Meeting. As always, should we be able to provide more specific input in any particular area, you need only ask.

Also, should schedule of your next meeting be available after this one, we would appreciate any foreknowledge possible. As you know, on VI's and the Uni-Bell member's behalf, staff travels extensively. Our wish for schedule information is solely to greater ensure no disappointment in fulfilling your future requests.

Sincerely,

UNI-BELL PVC PIPE ASSOCIATION


Dave Eckstein
Technical Director

DLE/vac

cc: Roy T. Gottesman
Uni-Bell Board of Directors
Ron Bishop
Arthur Kahn

CTL027482

PIVOTAL CITY PROGRESS REPORT

Date: July 29, 1988

Name: Columbus, Ohio

Market Potential: Account Jurisdiction: 2 mil. lbs/yr. Peripheral Effect: 15 mil. lbs/yr.

Current Status: Partial success has been achieved. The City has agreed to allow

Class 150 AWWA C900 PVC pipe in all residential developments within the Columbus
school district jurisdiction.

Prognosis: Progress is evident in the limited approval. Will work to remove limita-
tions. Plan to work with largest homebuilder/developer in the area and the City's
Department of Development.

Recommendation: Retain this account.

Name: Connecticut (Private Water Companies)

Market Potential: Account Jurisdiction: 6 mil. lbs/yr. Peripheral Effect: 6 mil. lbs/yr.

Current Status: Add Hartford Metropolitan District to our Connecticut accomplishments.
Hartford has agreed to include PVC for an upcoming major transmission pipeline after
which full approval will be considered. Connecticut Water Co. remains quiet and New
Haven refuses to talk.

Prognosis: Follow-up will be needed with both Bridgeport Hydraulic Co. and Hartford
but they look good. Connecticut Water remains unmotivated. We are gathering failure
info on iron pipe in New Haven and hope to use it to get their attention.

Recommendation: Retain these accounts.

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PIVOTAL CITY PROGRESS REPORT

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Name: Miami/Dade Water and Sewer Authority

Market Potential: Account Jurisdiction: 8 mil. lbs/yr. Peripheral Effect: 7 mil. lbs/yr.

Current Status: Since last report, emphasis has shifted. Industry work on easing PVC sewer specifications has been quite productive and has opened better communication channels for same personnel with PVC water issue.

Prognosis: Will shift major emphasis short term to targeted Dade County municipal utilities (North Miami Beach, Fort Lauderdale, etc.) that have expressed some interest to local personnel. Will also maintain communication for the long-term with Miami/Dade.

Recommendation: Retain this account.

Name: Cleveland, Ohio

Market Potential: Account Jurisdiction: 5 mil. lbs/yr. Peripheral Effect: 6 mil. lbs/yr.

Current Status: New pivotal city. Our local contacts indicate some major Water Department personnel changes are scheduled to occur around the first of August.

Prognosis: Plan to initiate communication with the yet to be named department head in early August.

Recommendation: Retain this account.

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