

REPORT OF CALL

C. C. for:

D. P. Barna, NY-30
D. F. Baumert, Dallas
S. E. Berger, Tarrytown
R. G. Brautigam, NY-30
G. M. Bryant, Tech Center
D. D. Lee, NY-33
R. H. Lightfoot, NY-30

S. M. Livengood, Tarrytown
J. L. Myers, Niagara Falls
R. H. Raines, Tech Center
R. Ramachandran, Niagara Falls
H. M. Short, NY-30
J. C. Soviero, NY-31
J. E. Tancredi, Tarrytown

~~W. E. Thibault, NY-38~~BY: D. F. Braun dhDATE OF CALL 9-8-77

RECEIVED _____

TYPED 10-19-77

COMPANY Dresser Industries
DIVISION
ADDRESS Houston, Texas

File A-1-b

Interviewed (Give full names and titles)
Mr. Cecil Haley, Mgr. of Purchasing
Mr. John Hollingsworth, Prod. Mgr.
Mr. Don Sanderson, Prod. Mgr.
Dr. Tom Sample, Res. Consultant
Mr. Ray McGlothlin, Res. Mgr.
Mr. Tom Cox, R&D

Designate Persons Con-
cerned And Underline
If Action Is Required

CALL MADE WITH R. G. BRAUTIGAM

Our business at Dresser is very good this year. The CELLOSIZING sales should be 600 M lbs and \$800 M for 1977. Dresser expects 1978 to be as good or better. I have planned a 25% increase for 1978 which would make them a \$1MM account.

Mr. Sanderson, Product Manager for Workover and Completion Fluids, is very hot to improve business in this area. Sanderson plans to come up with a complete line of clear fluids for both workovers and completion fluids. The line would cover weighted fluids from 10-20 lbs/gal. The 20 lb/gal is in the range of barite weighted muds without the damaging solids. A piece of bad news was that a major oil company says that HEC does damage the formation, but it's still the best product available. The problem is that the acid has a hard time getting to HEC in the extremities of the formation. The other info. was that Dow had been in with a market survey of how big the completion business is. Sanderson would like to see a similar study from Union Carbide. He wouldn't amplify why Dow was interested.

It behooves UC that we do a more thorough investigation of breakers on CELLOSIZING. It may require core work using acid (HCl), ammonium persulfate and etc., at various temperatures; also, a clear fluid reology study using CELLOSIZING with calcium chloride, calcium bromide and zinc chloride or other soluble salts heavy enough to give the equivalent weight. Mr. Tom Cox will be the chemist in charge of Dresser's work. I've sent all the necessary sample and literature.

SILANE-ASBESTOS

Mr. Hollingsworth
Dr. Sample

RECEIVED
OCT 21 1977

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Hollingsworth's main concern is still with the OSHA regulation regarding asbestos exposure to 0.5 fiber/cu cm average/8 hr day. It is the opinion of Dresser that if this parameter can be met that no employee records will be needed on all rig employees. If employee records are ruled necessary, we are dead. The turnover and mobility is an insurmountable problem. Mr. Hollingsworth has requested that a sample of our improved product be sent to Mr. McGlothlin for his evaluation. All 4-s field tests have been successful. In one case a Wyoming customer is upset because Dresser won't sell him more product. A brief discussion of the patent situation was discussed and Dresser agrees that we are probably outside of their patent-pending application. The end use patent (pending) is another question that should be evaluated. Is it possible to obtain copies of pending patents?