C. Paton - G. O.

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FLUIDS/ENVIRONMENTAL CONSIDERATIONS

J. J. Roder
R. E. Hatton
→ J. H. Davidson

Can you summarize the data you have (or have underway - give completion dates) for each of your products on:

Biodegradation
Toxicity
Fish-Kill.

I want to see the "gaps" we have. Also, I want to know what comparative data we have for major competing products.

Such data is going to be essential for us in Fluids in the future. It also needs to be used carefully by ourselves and field sales. I feel we will have to give sales the guidance and that we will need help from Bill Papageorge/ Dr. Kelly's staff in presenting this data to sales and customers.

For example, let's not attack one competing fluid of our higher ppm level to kill by virtue bluegill if in another area of our fluids we have a product that is also low in ppm. In other words, we need to look at this in the total context of our business.

Can you please get this information together no later than May 19.

Thank you.

Cumming Paton

/pep

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