B2SH Cumming Paton

September 14, 1971

Kalama Chemical/Fluids Opportunities, Kalama, Washington

J. J. RODMER
D. R. POGUE

The PCB flap may be a blessing in disguise as it is giving our Fluids business plenty of publicity. Mack Nichols just visited Kalama Chemical in Kalama, Washington. Kalama is Dow's old phenol plant now sold to some ex-Dow employees.

Kalama asked Mack if we could supply an absorber oil. It seems to be a new application of 250 M lb/year potential with methyl biphenyl mentioned as a possible candidate. Kalama use Dowtherm A in a large liquid heat transfer system. Dow salesmen have never called.

1. JJR - Jim, can you get our salesman onto this with Therminol 66.

2. DRP - Don, Mack will send you a letter that Kalama wrote an unnamed supplier setting forth parameters on absorber oil. Can you follow please.

Cumming Paton

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