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TO: ALL INDUSTRIAL SALESMEN

FROM: PHIL KIZER - KANSAS CITY

SUBJECT: ASBESTOS IN TALC

The Federal Government as of July 7, 1972 enacted limits to any industry using Asbestos in their production which is exposed to the air. Not only Asbestos is affected in that many Talcs are subject to limited usage also. Here is a discussion that hopefully will illustrate a few facts that will enable you to relate the problem and solution to your customer.

Q. What's all the discussion about Talcs, are Federally approved and some aren't?

A. There are two Federal Regulations involved.

(1) Occupational Safety and Health Administration (OSHA) pertaining to Federal Regulation Vol. 37 No. 110, became law July 7, 1972 allowable amounts of Asbestos dust (fibers) in air in a manufacturing plant.

(2) Food and Drug Administration (FDA) allowable amounts of Asbestos forms of Talc found in food products.

Q. Just what are these allowable limits for Asbestos forms of Talc?

A. OSHA will allow over a 8 hour time weighted average not exceeding 5 fibers, 5 microns in length per milliter and no more than 10 fibers up to 15 minutes in an hour. The FDA proposal states that all food products are to be "free of Asbestos for praticles".

Q. 5 fibers, 5 microns in length per milliter sounds like a pretty low allowable limit. How can it relate to my business?

A. In a room 10' X 50' X 100', .5 oz. of a 6% Tremolite contained Talc exposed to the atmosphere will be over the limit. Another example would be if a 50 lb. bag were broken, Talc with a 10% Tremolite content 1,000,000,000,000 fibers would be exposed to the atmosphere.

Q. Where is the area of concern according to the regulations.

A. Any plant handling bags of Talc containing Tremolite that could be exposed to the air.

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KIZER

EXHIBIT NO. 19

Subj. to Stipulation of Confidentiality &
Order, Seale, et al. v. A.P. Green
Fraser, et al. Jackson County, MO.

TXN 010454

Bulletin (Cont'd) Asbestos in Talc

Q. I thought Talc was Talc; what's Tremolite got to do with Talc?

A. Talc defined chemically is hydrous magnesium silicate. Asbestos also is defined as magnesium silicate. The difference is the molecular structure, Talc being platy or flat in physical appearance, asbestos is fibrous in structure.

Q. Now you've really confused me. I thought you were talking about Tremolite; now you are talking about asbestos.

A. There are various forms of fibrous magnesium silicate, Chrysolite, Amosite, Crocidolite, Ankerite, Actinolite and Tremolite. The Government has defined them all as "Asbestos".

Q. Does this mean that everyone in the Talc business is out of business?

A. No. We're in luck again. United States Talc is absolutely Tremolite free. Their California Talc has no detectable amounts.

Q. This sounds like a real sales advantage. Can we simply replace the Tremolite Talcs by cross reference?

A. Yes and no. Depending upon the quality of the Talc you are replacing. Abestine 325 contains 80% asbestos, while Beavenwhite 325 (the nearest match) contains 95% Talc and no asbestos. It stands to reason the oil absorption could be different. An easy alternation of the paint formulations PVC will allow the same paint properties as in the old formulation.

Q. PVC?? Are you talking about Poly vinyl chloride?

A. No. PVC in paint jargon stands for Pigment Volume Concentration, an important factor in all formulations meaning the percentage of pigment relative to the volume of binder used in the formulation.

Q. Is it difficult to alter the PVC in a paint formulation?

A. No. Most changes could be made in an hour or two. It's just a matter of plugging the number in a mathematical formula.

Q. How should I go about using this sales advantage?

A. Ask your plant manager, paint chemist or safety engineer if they are using a California or New York State Talc. If so, are they aware of the Federal Regulations. If not, give them a copy for themselves. Meantime let them know your Talcs are Tremolite Free. They'll do the rest.

Q. If I have difficulty making the change who can I talk to?

A. United Sierra has offered technical literature and personal sales calls. It's all for the asking.

Q. Is paint the only industry affected by the new regulations?

A. No. There will be concern in paper, plastics, rubber, sealants, fiberglass too.

Q. The more I hear the more excited I get. How about competition, do they have asbestos free talc also?

A. Only one. Pfizer has some talcs mined in Montana too. They are asbestos free also.

Q. If that's the case, I had better get busy. How about getting my buyers or chemists in my market together for a seminar or a luncheon meeting to tell them the story?

A. Great idea. This should cut down on the time it takes, plus you can qualify your customers before you act.

Statement: I'm excited. Instead of a "me to" product I've really got something to help the paint industry out of a bind. It sounds great.

PK:kc