



Conoco Chemicals
Call Report

Call date: 11/03/81
Report date: 11/10/81
Received: 11/19/81
Typed: 12/08/81

Copies

Page 1

1. Action Required by:

J. C. Levardsen, S. K. Saborsky, J. J. Hall

2. Information Copies: NJF, RES, BEAL, SKS, MRH, HRF, RWM, DWD, NCF, RYE, JLI, GPS,
(Include Product Manager) RDJ, JJH

Firm, Address: Dynamit Nobel of America, Inc.
105 Stonehurst Court
Northvale, NJ 07647
(201) 767-1660

RECEIVED
DEC 14 1981

Report by: J. C. Levardsen Accompanied by: S. K. Saborsky, Product Supervisor
Compounds

Personnel Contacted: Albert K. Mauch - Vice President, Plastics Division

SALES SUMMARY:

<u>Product</u>	<u>1980 A/B</u>	<u>1981 YTDA/YTDB</u>
18831 CB SO	0/0	42/0

CALL OBJECTIVES:

1. Inform Mauch of our decision to accept as return material the truckload of 18831 we shipped to Dynamit Nobel in April that was contaminated with calcium.
2. Determine interest in second trial of 5,000 pounds of 18831 using improved formulation.
3. Determine Dynamit Nobel interest in welding shield compound.
4. Review Dynamit Nobel's concerns about environmental safety of PVC compounds.

CALL SUMMARY:

1. Mauch was very pleased at our decision to take back the contaminated 18831. He feels the offer is generous and we have scored points in terms of our business relationship. We agreed to pick up the virgin material and regrind from that run when we delivered the 5,000 pound trial.
2. Mauch agreed to a trial of 5,000 pounds of 18831 that we would feel would improve the pock marks and surface appearance. We quoted a price of \$.58/lb. for gaylords for LTL shipment (waive LTL surcharges). Mauch said he would send PO directly to Houston.
3. Mauch is interested in seeing and evaluating our welding compound. We had supplied tinted doorframe strips notebook numbers 4269167C and B that were plaques of red tint, one using clear blue-50 as base (C) and one using natural (D). From these plaques one could see that clear blue-50 could be used as a base to get a desired color.

CCR 000001589



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CALL SUMMARY (Cont.):

4. Dynamit Nobel needs information from us as a PVC supplier on the environmental safety of PVC compounds. The workers are concerned about their safety because of the VCM label that is on our gaylords. This label refers to the carcinogenic properties of VCM. We agreed to investigate and provide information.

CALL DETAILS:

5,000 Pound Trial:

Mauch appeared to be eager to try another 5,000 pound run to determine whether we could resolve the pock marked (surface appearance) problem. Scheduled trial would be attended by PAL for mid December.

USDA Compound:

We informed Mauch that we would have samples of a Conoco material equivalent to Dynamit Nobel's K-type material for evaluation in December. This compound is for low temperature applications such as food meat lockers. This compound is approved by the USDA for use in these type applications.

Welding Compound:

Dynamit Nobel is interested in a welding compound. This compound is tinted and has UV absorbers to shield the harsh light from the welding equipment. We cleared Mauch's misunderstanding that he could use 18831 tinted for this application. We agreed to send a technical service bulletin and a plaque to Dynamit Nobel for a welding compound we were working on for a West Coast account.

Color Tinting of 18831:

Dynamit Nobel has limited applications for red tinted doorframe strip to go around the frame of the door to insure that people can see the doorway. We had sent plaques of different colors to Dynamit Nobel in order to prove that they could use clear blue-50 as their base color rather than using natural and coloring for either clear blue or for red. We agreed to put them in contact with our color concentrate supplier.



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Summary of Applications:

Dynamit Nobel has several applications and several colors to summarize. See below:

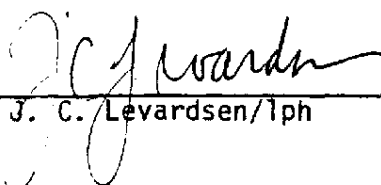
- A. Regular temperature applications ("N" type) - 800,000 pounds per year 18831 clear blue-50.
- B. Low temperature applications ("K" type) - 200,000 pounds per year. Separate compound from 18831. This is the USDA approved material.
- C. Tinted clear blue-50 (regular temperature applications) for door frames. Included in A.
- D. Welding screen compound, separate compound. This is an experimental compound at this time.

ACTION STEPS:

JCL - 1. Schedule 5,000 pound trial and arrange for credit of April shipment.

JCL - 2. Schedule USDA application trial and forward plaques and tech service bulletins from SKS to Dynamit Nobel.

SKS/JJH - 3. Let's discuss what information we can give to Dynamit Nobel as far as environmental safety of PVC goes. Mauch is looking for a letter from us certifying that we are less than 10 PBM max on residual vinyl chloride monomer and discussing our typical values. He would like to know about HCL regulations for the fumes coming from his extruder die face, and would like the name of a lab who does air testing for our VCM.


J. C. Levardsen/lph

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