J. H. Davidson B2S F

February 1, 1972

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GM PRESENTATION
FEBRUARY

C. L. BRADFORD
B2S F

The following is a summation of notes given to me by George Fague concerning the presentation and proposal to be made to G neral Motors in February. Most of the following (perhaps with the exception of pricing) should be presented both orally and in writing.

1. Physical and performance properties of Pydraul E series and Pydraul C series fluids. Also hand out literature.

2. Discuss the pollution aspects of both series of fluids.

   a) phenolic content of each

   b) discussion of phenolics testing (may want to have Lou Stark present te discuss this and the following item)

3. Reclamation aspects of both series of fluids.

   a) Chevy-Bay City, Pontiac and Chevy-Grey Iron all reclaim and fluid never comes in contact with oil or water.

   b) Reclamation if water or oil comes into contact with the fluids.

4. Cost proposal - George is still undecided whether or not written cost proposal should be given to Delos and Purchasing at the plants or only Purchasing at the plants. In any case, it should be stated that we will be competitive with any phosphate ester on the market with the Pydraul E series.

5. Incineration policy - Incineration policy and if tied into pricing whether details should be given to Delos. George wishes to discuss with you before the February meeting.

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6. Positive and negative aspects of Pydraul E series and Pydraul C series fluids for each GM location, i.e., whether those plants now on Selector 2 fluids should consider going to straight phosphate ester. George will handle this and will let you know by February 6.

7. Fire resistance of both series of fluids and the relation of C series to Vital/Dasco fluids and fire resistant characteristics.

8. Recommended flushing procedure assuming GM wishes to get rid of all PCBs at once.

9. Mention Monsanto's reclamation service and what our plans are in this area.

Once you have made up your list of things to discuss and have critiqued George's list please call him at your convenience. If Norm or Elliott has comments or suggestions please let Larry know by Monday, February 7.

J. H. Davidson

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