

FEB 29 1980

ASBESTOS INDUSTRY QUARTERLY REPORT - 4Q 1979
(J. L. Myers, 2/15/80)

Asbestos sales for 1979 are compared to Budget and Forecast IV in the following table:

	<u>Actual</u>		<u>% Budget</u>		<u>% Forecast IV</u>	
	<u>Tons</u>	<u>\$M</u>	<u>Tons</u>	<u>\$</u>	<u>Tons</u>	<u>\$</u>
Domestic	19577	3553	88	85	102	98
Export	9093	2804	101	117	95	94
TOTAL	28,670	6357	92	97	100	96

Sales of RG-244 and drilling mud products were, respectively, only 72% and 54% of budgeted tons. This was the main reason for below budget performance and erosion of sales in these areas is expected to continue due to health/regulatory effects unless "dust-free" products are developed and marketed. The Fisher-Body Division of GMC has issued an edict that no new formulations will be evaluated if they contain asbestos. Floor tile sales were above budget due to Kentile purchases which exceeded loss of sales to GAF. We anticipate no further sales to GAF unless we make a competitive price offer or their current supplier falters.

Although domestic sales were only slightly below budget, the disparity between regions was significant due to unexpected circumstances. The following table illustrates this:

<u>Region</u>	<u>Actual Sales</u>		<u>% Budget</u>	
	<u>Tons</u>	<u>\$M</u>	<u>Tons</u>	<u>\$</u>
East	3995	1034	177	122
Midwest	6855	1021	172	119
South	6711	1033	66	73
West	2060	465	35	44
TOTAL	19,621	3553	88	85

Export sales in the 4th Quarter were artificially low because of shipments which were made but not invoiced before the closing date. These will be picked up in January. Sales of RG-244-EX and SX-24 were below expectations because of plant problems in making specification product. This situation has now been corrected and normal shipments resumed although we have a lot of "catching up" to do. For the year, export sales were a record \$2804M, 8% higher than 1978. Following is a summary by country:

<u>Country</u>	<u>Actual</u>		<u>% Budget</u>	
	<u>Tons</u>	<u>\$M</u>	<u>Tons</u>	<u>\$</u>
Australia	571	147	51	85
Brazil	105	166	181	227
Canada	144	102	49	79

Cont'd

<u>Country</u>	<u>Actual</u>		<u>% Budget</u>	
	<u>Tons</u>	<u>\$M</u>	<u>Tons</u>	<u>\$</u>
Europe-Grace	579	678	118	126
Non-Europe-Grace	38	45	141	180
Europe-Mercomed	59	13	128	163
Hong Kong	3	6	--	--
Japan	7569	1584	113	121
S. Africa	10	22	200	220
Taiwan	18	41	106	121
TOTAL	9096	2804	101	117

As expected, the CAL-OSHA Standards Board ignored our testimony and established an action level of 0.1 f/cc to trigger monitoring and medical examinations. A copy of Dr. Rhodes 4th Quarter Activity Summary is enclosed.

Significant quantities of CSV are now being sold through Montello to Dresser's compounder for production of silane-treated asbestos for use in oil base muds. Considerations are being given to bulk shipments. Montello has had good response from "UNIVIS", an oil-wetted pellet, and an engineering study was begun to assist in determining whether or not we should make this product at King City. The development of a "liquid thixotrope" is continuing with a customer/compounder and distributor. Optimism for a successful market program is beginning to prevail. A summary of technical/customer service activities is enclosed.

John L. Myers

JLM:da1
Enclosures



INTERNAL CORRESPONDENCE

METALS DIVISION

P. O. BOX 579 - 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 1430

To (Name) Mr. E. W. Kantz - Niagara Falls
 Division Mr. R. G. Beverly -- Grand Junction
 Location

Date January 21, 1980
 Originating Dept. Safety, Health and
 Environmental Affairs
 Answering letter date

Copy to Mr. J. L. Myers

Subject Fourth Quarter Activity

A detailed listing of my time allocations and main activities during the last quarter of 1979 is attached. The time split was about 60% asbestos and 40% uranium, as anticipated.

The major uranium effort in this quarter was the completion of the AMC response to the GEIS and testimony in Albuquerque. I have also become involved with two new AMC Subcommittees:

1. Ad Hoc Subcommittee on Asbestos in Water - This group is preparing responses to the Calspan report on asbestos in water and the proposed EPA Water Quality Criteria Document on asbestos. It is anticipated that this group will phase out after this specific task is completed.
2. Subcommittee on Carcinogens - This is a new subcommittee whose initial job is to prepare a response to the EPA generic proposal for airborne carcinogens (Section 112, Clean Air Act). The specific charter is still being defined but it appears that this will be quite an active group.

It should be noted that both of these activities overlap very much with similar AIA/NA actions with which I am involved. The joint interest has resulted in good coordination, cooperation, and exchange of information between the two organizations, which should prove useful in the future.

The asbestos activities include the completion of the Proceedings of the Washington Colloquium and substantial time on the preparation of the technical report on the Round-Robin monitoring study. The latter has proven to be more complex than originally anticipated and will be a main effort for the first quarter of 1980. Moderate time was also spent in the preparation of comments on several regulatory responses prepared by Kirkland and Ellis. This will also be a major effort in the first quarter of 1980.

A proposed Position Charter, MOP's and appropriate action plan for 1980 will be submitted separately.

Harrison B. Rhodes

/rmm
 Attach.

QUARTERLY SUMMARY
Year 1979 Quarter 4th

Major Job Designation	L-1 Monitor and Address	L-2 Forewarn & Inform Managers	L-3 Represent UCC at Asbestos Mtgs.	L-4 Working Relation- ships	S-1 Represent UCC at Meetings - Other Meetings	S-2 Provide Customer Service - Asbestos	Other	1.3 Preparation of Plans (General)	
<u>URANIUM</u>									
<u>Regulatory</u>									
1. EPA - Radioactive Waste Criteria									
2. EPA - 40 CFR-190	4				4				
3. EPA - Inactive Tailings (Nov. 8, 1979)									
4. EPA - Active Tailings (May 8, 1980)									
5. NRC - From GEIS	94								
6. NRC - From #3 (EPA Inactive Tailings)									
7. EPA - Generic Carcinogens	6				2				
8. EPA - Water Quality	12				8				
<u>Legislative</u>									
1. U.M.T.A. 78 + Amendments									
2. Co-Mingled Tailings									
<u>Conferences and Training</u>									
		4							
<u>Miscellaneous</u>									
							14		
<u>TOTALS</u>	116	4	0	0	12	0	14	0	146 38%
<u>ASBESTOS</u>									
<u>General</u>									
1. AIA/NA - Executive Committee			24						
- Board of Directors			4						
- Monitoring Committee									
- Technical Committee									
- Standards Advisory Committee	4		8						
2. Air Monitoring									
Round Robin	45								
DMAP	2		32						
Washington Colloquim	42								
3. Customer Service						12			
4. General Programs									
Help									
Distributors - Education									
Monitoring									
Worker Education									
<u>Regulatory</u>									
1. OSHA									
2. EPA (Water Qual., Work Prac.)	15								
NESHAPS									
TOSCA	6								
RECRA									
3. DOT									
4. CPSC	3								
5. California									
6. Other States									
<u>Legislative</u>									
1. School Ceilings	5								
2. Workmen's Compensation	2						2		
<u>Conferences and Training</u>									
<u>Miscellaneous</u>									
	2	18					9		
<u>TOTALS</u>	126	18	68	0	0	12	11	0	235 61%
<u>GENERAL</u>									
Planning								7	
Training									
<u>TOTALS</u>	0	0	0	0	0	0	0	7	7 1%
<u>OVERALL TOTALS</u>	242	22	68	0	12	12	25	7	388 100%



INTERNAL CORRESPONDENCE

METALS DIVISION

P. O. BOX 579 • 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. J. L. Myers
 Division UCC - Metals
 Location Niagara Falls, NY

Date December 31, 1979

Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to Mr. R. E. Byrne, Jr.
 File

Subject Technical Services - Activity
 Report - Fourth Quarter 1979

Technical services activities during the fourth quarter are summarized in the attachments.

Dust monitoring services were provided at 28 customer facilities during 1979. Six monitorings were also conducted at Union Carbide facilities including Niagara Falls and King City. The technical service group participated in three developmental projects sponsored by the Dust Measurement Advisory Panel of the AIA.

Some 24 customer related technical service projects were performed during 1979. An updated and revised edition of the "Calidria" Asbestos Physical Tests and Procedures Manual was issued in December.

Developmental programs included silane-treated RG-244, UNIVIS (oil-treated SG-200X) and production related projects. Typical properties of standard, superstandard, and high-purity products were reviewed based on extensive testing of 1976, 1977 and 1978 production materials.

Mr. Fred Smith joined the technical services group in June. He has been in ON-THE-JOB programs pertaining to dust monitoring and counting projects and laboratory techniques. He attended the NIOSH Asbestos Count Program in September.

The writer attended two seminars during the year; Asbestos Materials Techniques, University of Lavel, and a course on Persuasive Communications by Nurenberg Communications.

Blair L. Ingalls

/rmm
 Attachments

ON-THE-
 JOB-TRAINING

Developmental Programs
and
Plant Assistance
Fourth Quarter - 1979

<u>Month</u>	<u>Requested By</u>	<u>Job Description</u>
October	B. L. Ingalls	Centrifugal test procedure study.
	S. Ramachandran	Silane-treated RG-244 patent evaluation.
	W. B. DeAtley	Monthly QC composite testing.
	W. L. Murphy	Niagara Falls plant OSHA compliance inspection.
November	W. B. DeAtley	Assisted King City plant with RG-244 circuit problems.
	W. L. Murphy	Established program for the disposal of laboratory toxic and hazardous wastes.
	S. Ramachandran	Silane-treated RG-244 patent evaluation.
	W. B. DeAtley	Monthly QC composite testing.
December	J. L. Myers	Pilot tests of UNIVIS production equipment at Combs and Company.
	H. B. Rhodes	DMAP-AIA specific field training slides evaluation.
	S. Ramachandran	Silane-treated RG-244 patent evaluation.

Technical Services
Fourth Quarter - 1979

<u>Month</u>	<u>Customer</u>	<u>UCC Rep.</u>	<u>Job Description</u>
October	State University at Brockport	Dr. F. Mumpton	SEM evaluation of volcanic tuff samples from Turkey.
	W. R. Grace	R. E. Byrne	Preparation of SEM photomicrographs of RG-144 and RG-244.
	-	J. L. Myers	Compilation of data for general marketing brochure.
	Karnak	G. L. Dickson	Customer complaint concerning moisture content of RG-244.
November	-	B. L. Ingalls	Compilation of asbestos physical tests and procedures manual.
December	-	R. E. Byrne	"Calidria" asbestos brochure revisions.
	-	B. L. Ingalls	Characterization of "Calidria" products typical properties.

Summary of Dust Counts
Fourth Quarter - 1979

<u>Month</u>	<u>Customer</u>	<u>UCC Representative</u>
October	Ceilmote Cleveland, Ohio	G. L. Dickson
	Durable Coatings Cleveland, Ohio	G. L. Dickson
	Michael-Walters Valier, Illinois	E. J. Kleber
November	Automotive Chemical Detroit, Michigan	E. J. Kleber
December	Mica Kote San Leandro, California	T. P. Norris
	UCC - Lab 114 Niagara Falls, New York	B. L. Ingalls
	UCC - Lab 118 Niagara Falls, New York	B. L. Ingalls
	UCC - Lab 205 Niagara Falls, New York	B. L. Ingalls

ASBESTOS INDUSTRY QUARTERLY REPORT - 1Q 1980

RECEIVED

MAY 12 1980

E. J. SHORTSLEEVE

MAY 13 1980

Distribution

G. R. Adams

R. E. Byrne, Jr.

J. F. Collins

W. B. DeAtley

G. L. Dickson

R. L. Folkman

R. F. X. Fusaro/J. J. Sibley

B. L. Ingalls

E. J. Kleber

R. D. Koch

T. P. Norris

H. B. Rhodes

~~F. J. Shortlee~~

J. E. Walsh

File

ASBESTOS INDUSTRY QUARTERLY REPORT - 1Q 1980
(J. L. Myers, 5/2/80)

Asbestos sales for the first quarter of 1980 are compared to budget in the following table:

	<u>Actual</u>		<u>% Budget</u>	
	<u>Tons</u>	<u>\$M</u>	<u>Tons</u>	<u>\$</u>
Domestic	5636	1020	112	106
Export	<u>2519</u>	<u>1000</u>	<u>103</u>	<u>134</u>
TOTAL	8155	2020	109	118

Record export and total monthly sales were established in March and the quarterly total of \$2020M is higher than any previous quarter. Drilling mud sales made an unexpected turnaround and were more than double the 1979 average.

Domestic Sales by region are compared below:

<u>Region</u>	<u>Actual Sales</u>		<u>% Budget</u>	
	<u>Tons</u>	<u>\$M</u>	<u>Tons</u>	<u>\$</u>
East	717	208	91	97
Midwest	2081	284	138	106
South	2352	411	121	134
West	472	121	60	70

Salesmen were reduced from four to three with Ed Kleber's transfer to Al-Chem group at the end of the first quarter. Ed's territory has been reassigned to the remaining salesmen, which should improve the balance between regions.

Floor tile sales continued high, partially due to unexpected purchases by GAF because of Atlas production problems. GAF has indicated continuing purchases from us at modest levels. Shipments to Kentile-Chicago continue at a rate limited only by the turnaround time of 10 bulk cars. If this continues we will determine whether or not to add additional cars to the fleet. Flintkote shut down their Chicago plant, which we did not supply, and this could result in more business for their competitors, whom we do supply. Decreased housing starts have not affected our sales as yet but are expected to as the year progresses.

Although drilling mud sales are currently high, continued pressure from our competition with their wetted product is expected to erode our market share at an increased rate. Although we have dropped the oil-wetted pellet program, we will work closely with Montello to develop some type of lower-dust product.

RG sales are being restricted by auto makers desires to eliminate asbestos from all cars. Ford has now adopted a policy similar to GM but without the same "gusto". The decline in auto production will also have an adverse effect on sales.

May 9, 1980

Export sales were the real bright spot during the report period, mainly due to above budget sales of RG-244 (148%) and SX-24 (166%). Some shipments were carried over from December due to plant production problems, but sales have been strong through the end of the quarter. Sales to Brazil and Australia are over 200% of budget but are not expected to continue at these levels.

Regulatory activities continue at a high level although no new regulations have been promulgated. Dr. Rhodes reviewed activities during the first quarter for all concerned so they will not be repeated here.

Customer and other technical service activities are described in the attached report from Blair Ingalls.

After the annual weather problems, Atlas has resumed operations and appears to be supplying previous demand. Two Canadian companies are on strike but this does not effect us. Our main Canadian competitor's labor situation is such that workers could strike on 5/11/80. There are mixed reports on whether or not they will.



INTERNAL CORRESPONDENCE

METALS DIVISION

P. O. BOX 579 - 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14302

To (Name) Mr. J. L. Myers
Division UCC-Metals Division
Location Niagara Falls, NY

Date April 9, 1980
Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to Mr. R. E. Byrne, Jr.
File

Subject Technical Service Report
First Quarter - 1980

Technical Services activities for the first quarter-1980 are attached.

Customer complaints requiring technical assistance and dust monitorings have been lower this first quarter comparable to the past two years. Emphasis has been on laboratory experimentations pertaining to physical properties, procedural techniques, centrifugal, Fann rheological tests, etc.

Fred Smith is currently working full time in the laboratory under the direction of Bob Kennedy as part of his continuing on-the-job training program in laboratory testing and procedural techniques.

A handwritten signature in cursive script, appearing to read "B. L. Ingalls", written over a horizontal line.

B. L. Ingalls

BLI:dal
Attachments

Technical Services
First Quarter - 1980

<u>Month</u>	<u>Customer</u>	<u>UCC Rep.</u>	<u>Job Description</u>
January	A. T. Callas Co.	E. J. Kleber	Plenum emissions test on Megaloid DETOX-H-1.
"	A. T. Callas Co.	"	Evaluation of Reichhold/RG-244 LTX premix.
February	Evans Products	T. P. Norris	Prepared calcined HPO for customer evaluation.
March	Bouffard Associates	G. L. Dickson	Plenum emissions tests on Epoxide and treated RG-244.

Dust Counts Performed
at Customer Facilities
First Quarter - 1980

<u>Month</u>	<u>Customer</u>
January	Global Plastics
"	Dolphin Chemical
February	Carboline Company
"	Protective Treatments, Inc.

Financial Performance

Current Year (1979)

	1978 Actual	1979 Budget	1979 Est. Actual	% Budget
Net Sales (\$MM)	7.2	6.6	6.6	100
Net Income (\$MM)	1.2	0.6	1.1	183
ROA (%)	25.4	11.4	20.0	175
ROS (%)	16.7	9.2	15.9	173
Net Cash Generated (\$MM)				
New Basis	0.5	0.4	1.1	-
Old Basis	1.0	0.6	1.4	-

Higher than budgeted earnings and cash generation were mainly the result of unbudgeted price increases. Plant operations were reduced from 20 to 15 shifts per week in September to control product inventories and improve cash flow.

Budget Year (1980)

	1979 Budget	1979 Est. Actual	1980 Budget
Net Sales (\$MM)	6.6	6.6	6.9
Net Income (\$MM)	0.6	1.1	0.6
ROA (%)	11.4	20.0	10.9
ROS (%)	9.2	15.9	8.2
Net Cash Generated (\$MM)			
New Basis	0.4	1.1	(0.1)
Old Basis	0.6	1.4	0.2

Sales volume and income are budgeted to increase about 3% and 20-shift plant operation should be resumed by the end of the second quarter. No increase in sales prices is budgeted for 1980.

Following Year (1981)

	1980 Budget	1981 Forecast
Net Sales (\$MM)	6.9	7.6
Net Income (\$MM)	0.6	0.6
ROA (%)	10.9	11.3
ROS (%)	8.2	8.2
Net Cash Generated (\$MM)		
New Basis	(0.1)	-
Old Basis	0.2	0.3

Increased sales volume of about 7% is expected in 1981, primarily due to an increased share of the drilling mud market with "UNIVIS" and modest increases in floor tile and export sales. The major uncertainty in the Asbestos Business will continue to feel the effect of government regulations and adverse publicity.

ASBESTOS CPU

CONTINGENCY PLANS

Plan Title	Activating Events	Plan Description
Government Regulations	OSHA Imposes More Stringent Limits on Exposure	Appropriate Recommendations Will be Made
Sales Volume	Loss of Sales to Competition Due to Unfavorable Pricing	Reduce Prices or Curtail Production

I,

3/27/80

ASBESTOS INDUSTRY QUARTERLY REPORT - 4Q 1980

Distribution

G. R. Adams

R. E. Byrne, Jr.

J. F. Collins

W. B. DeAtley

G. L. Dickson

R. L. Folkman

R. F. X. Fusaro/J. J. Sibley

B. L. Ingalls

R. D. Koch

G. M. Lincoln

T. P. Norris

H. B. Rhodes

~~F. J. Schuster - 10/1/80 - 10/1/80~~

J. E. Walsh

File

VC-7334

ASBESTOS INDUSTRY QUARTERLY REPORT - 4Q 1980

(J. L. Myers, 2/2/81)

Asbestos sales for 1980 are compared to Budget and Forecast IV in the following table:

	<u>Actual Sales</u>		<u>% of Budget</u>		<u>% of Fcst IV</u>	
	<u>Tons</u>	<u>\$M</u>	<u>Tons</u>	<u>\$</u>	<u>Tons</u>	<u>\$</u>
Domestic	21141	3872	105	100	100	99
Export	<u>8807</u>	<u>3306</u>	<u>90</u>	<u>110</u>	<u>96</u>	<u>97</u>
Total	29948	7178	100	105	98	98

Export and total dollars set new records for annual sales, although the total was only \$22,000 higher than 1978, the previous record year. Domestic sales were above budget for floor tile and drilling mud, while RG products finished at 85% of budget. By contrast, export sales of RG products were 122% of budget and tile sales were below budget due to our Australian customer discontinuing the use of asbestos in the second quarter. Sales to tile customers are tabulated below:

<u>Customer</u>	<u>U.S. TILE CUSTOMER SALES, \$M</u>	
	<u>Actual</u>	<u>% Budget</u>
Kentile	810	111
Uvalde	532	120
GAF	222	313
Flintkote	55	52
Winburn	5	23
Amtico	<u>0</u>	<u>0</u>
TOTAL	\$1624M	116%

Sales to W. R. Grace, primarily for Europe, exceeded one million dollars for the first time; and Tomoe purchases for distribution in Japan set another record at \$1.7 million. Following is a summary of export sales by country:

<u>Country/Sales Rep.</u>	<u>1980 Sales, \$M</u>	
	<u>Actual</u>	<u>% Budget</u>
Japan/Tomoe	1741	103
Europe/Grace	931	116
Brazil/UC	171	116
Canada/H & C	134	104
Australia/UC	115	87
Taiwan/UC	87	105
Mexico/Grace	37	--
S. Africa/Grace	29	--
S. Africa/UC	24	267
Argentina/Grace	17	--
Europe/Mercomed	9	64
Taiwan/Grace	6	--
Colombia/Grace	4	--

February 2, 1981

As indicated by the above, Grace has increased their activity in non-European countries and is competing with Union Carbide in S. Africa and Taiwan. This competition presents some complications, such as with pricing, but it does get the attention of the UC sales offices.

Highlights for 1980 are summarized as follows:

1. March and first quarter sales established monthly and quarterly records.
2. Domestic sales personnel were reduced from four to three. Geographical responsibilities were revised and Eastern Canada was assigned to export sales.
3. Flintkote shut down floor tile plants in Chicago (March) and Los Angeles (November), leaving Toronto as their only tile production facility. We were supplying LA about 75 TPM, but nothing to Chicago or Toronto. Winburn shut down in the second quarter, a loss of about 200 TPY.
4. Atlas experienced major operating difficulties in the first quarter and "officially" discontinued production in the second quarter.
5. Calaveras discontinued production of Grade 7 products in November, but this will have little effect on our sales in 1981.
6. We have obtained continuing business from GAF in Long Beach and Vails Gate because of the Atlas shutdown. This should continue in 1981, although GAF tile plants are now up for sale.
7. Auto maker policies on asbestos use and low auto production caused a significant loss of RG sales.
8. Drilling mud sales were strong all year and were 165% of budget at year end. This is due to the record number of rigs operating, but our market share continued to drop due to the marketing efforts on Flosal, a wetted and prilled product from J-M. We decided not to offer a wetted product but did supply about 100 tons of UNIVIS (1/8" SSG pellets) for field evaluation of dust generation and down-hole performance. Tests will continue in 1981 and improved packaging will be considered.
9. During the first half, Great Gulf Chemicals purchased about 500 tons of CSV from Montello to make silane-treated asbestos (SMF) under contract from Dresser Industries. Dresser blends SMF with other materials to make a product for use in oil-base drilling fluids. Great Gulf began experiencing severe production problems in the last quarter and singled out CSV as the cause for off-spec SMF. Although we are sure CSV was not at fault, they tested HPO from a regular distributor (D&F-Houston) and, by the end of the year, had essentially switched from CSV to HPO. Although we have an exclusive arrangement with Montello, the Law Dept. advised that we should not "get involved." The situation has been discussed with Montello and no significant problems are anticipated.

10. Although Canadian asbestos producers had some labor problems, all contracts were settled before there was any impact on our business. There is a considerable excess of Grade 7 fiber and by the end of the year it was becoming evident that we could expect unusual pricing pressures in 1981, especially in Japan and the Eastern U.S.
11. Although there was a constant threat of new regulations, none were promulgated which would have a serious effect on our business. The main threat to the asbestos industry was the continuing use of the media by the agencies to instill an unfounded fear of asbestos. We anticipate reduced regulatory pressures for the next four years.
12. Although sales were at a record level, financial performance was poorer than prior years because of unexpectedly high production costs, especially energy-related. Following is a summary of the last three years:

	NIFS		Gross Margin		Net Income		%ROA
	\$M	% Budg.	\$M	% Sales	\$M	% Sales	
1978	7156	126	2944	41	1190	17	25.4
1979	6360	97	2439	38	1041	16	19.8
1980	7178	105	2139	30	827	12	16.6
1981 Budget	9356	--	2824	30	1255	13	21.8

13. The improved performance budgeted for 1981 can only be achieved by implementing large price increases to offset production and other cost increases. One distributor agreement was terminated at the end of 1980 which will result in a \$46,000 savings in commissions in 1981.
14. Customer technical service activities for the year are summarized in the attachment.



INTERNAL CORRESPONDENCE

METALS DIVISION

P. O. BOX 579 • 4625 ROYAL AVE., NIAGARA FALLS, NEW YORK 14302

To (Name) J. L. Myers
Division UCC-Metals Division
Location Niagara Falls, NY

Date January 7, 1981
Originating Dept. "Calidria" Asbestos

Answering letter date

Copy to R. E. Byrne, Jr.
File

Subject Technical Service Activity
Report, 4th Quarter - 1980
and Year End Summary of
Activities

Technical Services activities for the 4th quarter 1980 are attached.

Dust monitoring services were provided at 16 customer facilities during 1980, a 43% decline from 1979. However, air monitoring programs in general and AIA/NA-DMAP related work increased substantially during 1980. Monitorings related to UNIVIS evaluations at drilling locations and special tests performed at select residential sites in California were considerably involved; both from the standpoint of field work and overall manpower.

Developmental investigations included two general areas of study; evaluations of asbestos physical properties and test methods, and product development. A general breakdown of specific areas of study is as follows:

Asbestos physical properties & test methods

- 1) Centrifugal techniques for particle sizing
- 2) Fann viscometer determinations of rheological characteristics
- 3) Marsh Funnel determinations of rheological characteristics
- 4) Development of an asbestos slurry solids determination test based on densimeter techniques

Product Development

- 1) LTX programs - Asbestos liquid thixotropes including, DIOP, polymer resins and oil treatments
- 2) Study - physical properties of Standard, Super-Standard and High Purity products
- 3) Silane treated RG-244 developmental products
- 4) Study of RG-244 physical & rheological properties and related test methods.

January 7, 1981

Approximate time allocations for the principle areas of activity, during 1980 were as follows:

Customer dust count services	15%
Routine Technical service	25%
Plant Assistance:	
Routine	10%
Special Air Monitoring study	20%
Developmental	25%
AIA/NA related projects	5%


B. L. Ingalls

BLI:da1
Attachments

Developmental Programs
and
Plant Assistance
4th Quarter - 1980

<u>Month</u>	<u>Originated By</u>	<u>Job Description</u>
Oct.	BLI	Study of new laboratory test methods (Main Circuit).
	WBD	Quality Control testing of monthly production composites.
Nov.	BLI/WBD	Investigation for new laboratory QC test method of RG-244
	WBD	Monitoring Program - Airborne asbestos concentrations in specific California residential sites.
	WBD	Quality Control tests of monthly production composites.
Dec.	FRA	Physical properties tests of select asbestos slurry samples prepared by UCC engineering department.
	WBD	Monitoring Program - Airborne asbestos concentrations in specific California residential sites.
	HBR	AIA/NA - DMAP evaluation of optical resolution determination slides prepared by DMAP.
	WBD	Quality Control tests of monthly production composites.

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Technical Services
4th Quarter - 1980

<u>Month</u>	<u>Customer</u>	<u>UCC Rep.</u>	<u>Job Description</u>
Nov.	Dresser Ind.	JLM	Evaluation of RG-244 in non-aqueous drilling fluids.
	AIA/NA	HBR	Evaluation of test resolution slides for DMAP.
Dec.	Montello	JEW	Evaluation of plenum chamber airborne emission characteristics of SSG products.
	Tomoe	REB	Physical properties testing of SG-130 product.
	W. R. Grace	REB	Investigation of customer complaint - SX-14 contamination.
	Bouffard Assoc.	GLD	Evaluation of plenum chamber emission characteristics of acetate treated RG-244.

Dust Counts Performed
at Customer Facilities
4th Quarter - 1980

<u>Month</u>	<u>Customer</u>
Nov.	Global Plastics