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MEDICAL COMMUNITY OPEN HOUSE

8/16/88

IT IS TIME TO GET STARTED WITH OUR PRESENTATION. I'M BOB SEYMOUR,
THE PLANT MANAGER. I'M HAPPY TO WELCOME YOU TO OUR OPEN HOUSE. WE
WILL HAVE A PRESENTATION HERE THAT WILL LAST ABOUT 30 MINUTES.
WE'D LIKE THIS TO BE INFORMAL , SO PLEASE STOP ME IF YOU HAVE ANY
QUESTIONS. WE'LL ALSO HAVE TIME FOR QUESTIONS AT THE END. AFTER
THE PRESENTATION, WE'LL TOUR THE PLANT.

(INTRODUCTIONS)

RITA HOLLOWAY	MY SECRETARY
JOE BEALL	DIRECTOR OF EMPLOYEE RELATIONS
GINNY BELK	PLANT NURSE
DOYLE WELLS	GENERAL MECHANIC
DAVID SPROWELL	VINYL LEAD OPERATOR
WALTER WEST	VINYL LEAD OPERATOR
JOHN RAY HAMILTON	I & E SUPERVISOR
VELDON MESSICK	CHIEF PROCESS ENGINEER
BRIAN HARRISON	PRODUCT APPLICATIONS CHEMIST
MELVIN TALLY	DEVELOPMENT TECHNICIAN
DR. JACK DRUMWRIGHT	CORPORATE MANAGER MEDICAL
TOM GRUMBLES	CORPORATE ENVIRONMENTAL QUALITY MANAGER

I HOPE YOU HAD TIME TO LOOK AT THE VISTA DISPLAY. *IN OUR AUDITORIUM*

(DESCRIBE WHAT'S ON IT)

IF YOU DIDN'T, YOU CAN COME BACK AT THE END OF THE TOUR. WE ALSO
HAVE A PACKET OF INFORMATION FOR EACH OF YOU ABOUT OUR PLANT,

PEOPLE, AND PRODUCTS, *AND A VISTA CAP + MUG*

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WE'RE HAVING THIS OPEN HOUSE FOR YOU, THE PEOPLE OF THE ABERDEEN MEDICAL COMMUNITY TO GIVE YOU MORE INFORMATION ABOUT OUR PLANT. THIS COMMUNICATION EFFORT REALLY BEGAN AS A RESULT OF SARA, THE SUPERFUND AMENDMENTS AND REAUTHORIZATION ACT OF 1986 AND PART OF THIS IS ⁱRIGHT TO KNOWⁱ WHICH MAY BE MORE FAMILIAR TO YOU. BY THAT LAW WE'RE REQUIRED TO PROVIDE EMISSIONS DATA ON A LIST OF CHEMICALS TO LOCAL AND STATE EMERGENCY PLANNING COMMISSIONS. WE WERE NOT REQUIRED BY THE LAW TO CONDUCT THIS OPEN HOUSE BUT WE WANTED TO GIVE YOU INFORMATION ON THE EMISSIONS AND OUR PLANT.

WE ALSO THINK WE HAVEN'T BEEN AS OPEN WITH THE COMMUNITY AS WE SHOULD HAVE IN THE PAST AND WE BELIEVE IT'S THE RIGHT THING TO DO. THIS IS ALSO CONSISTENT WITH OUR CORPORATE VALUES IN BEING A GOOD NEIGHBOR IN THE COMMUNITY.

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(LOCAL IMPACT SLIDE)

THIS FIRST SLIDE SHOWS THE IMPACT ON THE LOCAL ECONOMY OF VISTA IN 1987.

WE SPENT:

\$10,500,000 FOR PAYROLL AND BENEFITS.

\$ 7,200,000 FOR LOCAL AREA PURCHASES - THIS INCLUDES
ABERDEEN, COLUMBUS, AND TUPELO.

\$ 4,500,000 FOR UTILITIES - INCLUDING ELECTRICITY,
NATURAL GAS AND WATER.

\$ 500,000 IN STATE AND LOCAL TAXES.

\$ 70,000 IN LOCAL CONTRIBUTIONS AND AID TO EDUCATION.

THIS TOTALS ALMOST \$23,000,000 IN CONTRIBUTIONS TO THE LOCAL
ECONOMY.

WE'VE PREPARED A VIDEO THAT SHOWS MORE ABOUT OUR PLANT.

(V I D E O)

ADDITIONAL THINGS THAT ARE NOT IN THE VIDEO

(MAJOR IMPROVEMENTS SLIDE)

THIS NEXT SLIDE SHOWS MAJOR RECENT IMPROVEMENTS AT THE PLANT. IT ALSO BRINGS UP THE THEME FOR THIS OPEN HOUSE - CONTINUOUS IMPROVEMENT IS OUR GOAL. THIS THEME WILL BE SHOWN TO YOU IN SEVERAL WAYS TODAY. WE'D LIKE YOU TO KEEP IT IN MIND AS YOU TOUR THE PLANT.

SINCE WE BECAME VISTA

IN 1986, WE SPENT \$1,800,000 TO MODERNIZE OUR COMPOUND LINE I WITH THE SOLE JUSTIFICATION OF SAFETY. IT WAS BUILT IN THE 1960'S AND THE EQUIPMENT USED BUCKETS AND CONVEYORS THAT WERE OUTDATED AND NOW CONSIDERED UNSAFE BY TODAY'S STANDARDS. THE ELECTRICAL SYSTEMS WERE ALSO UNSAFE BY TODAY'S STANDARDS.

ALSO IN 1986, WE SPENT \$290,000 TO UPGRADE COMPOUND LINE V AND INCREASE OUR PRODUCTION CAPACITY.

WE ARE CURRENTLY IN THE CONSTRUCTION PHASE OF A PROJECT THAT HAS IMPROVED THE QUALITY OF OUR RESIN AND CHANGED THE BASIC TECHNOLOGY. YOU'LL BE ABLE TO SEE THE CONSTRUCTION OF A NEW BUILDING TO HANDLE NEW RAW MATERIALS.

THIS PROJECT WILL BE STARTING UP NEXT MONTH.

WE HAVE JUST COMPLETED A NEW LABORATORY FACILITY THAT WILL ENABLE US TO MAKE BETTER COLOR MATCHES OF OUR DRYBLEND PRODUCTS. YOU'LL SEE IT ON YOUR TOUR.

IN THE LAST FEW YEARS, THE PLANT HAS SPENT MORE THAN \$500,000 ON IMPROVEMENTS THAT REDUCE THE POTENTIAL FOR RELEASE OF CHEMICALS. THESE HAVE INCLUDED REMOTE SHUT-OFF VALVES, DELUGE SYSTEMS, AND LEAK SENSORS.

ALSO

~~THE NEXT SLIDE SHOWS THAT~~ WE'VE SPENT \$20,000,000 ON ENVIRONMENTAL IMPROVEMENTS SINCE 1975.

WE HAVE ALSO JUST COMPLETED INSTALLATION OF A NEW STATE OF THE ART DISTRIBUTED CONTROL SYSTEM FOR OUR DRY BLEND OPERATION. A COMPOUNDER NOW CONTROLS THE UNIT USING A CRT AND A KEYBOARD. THIS ADDITION WILL DEFINITELY IMPROVE THE CONSISTENCY OF OUR PRODUCT.

IN SUMMARY, THIS SLIDE SHOWS THAT WE ARE SPENDING CAPITAL TO IMPROVE EVERY ASPECT OF OUR BUSINESS.

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(ENVIRONMENTAL OVERHEAD)

IN THE ENVIRONMENTAL AREA, VISTA IN ABERDEEN RECENTLY ACHIEVED A VINYL INSTITUTE 1ST PLACE AWARD FOR 1987. THIS AWARD WAS FOR ACHIEVEMENT OF PERFECT COMPLIANCE WITH 6 OF THE EPA VINYL CHLORIDE REGULATIONS.

A FEW MORE FACTS ABOUT VINYL CHLORIDE. STUDIES HAVE SHOWN THAT NO ONE'S HEALTH HAS EVER BEEN HARMED BY VCM DUE TO LIVING NEAR VCM/PVC PLANTS. WE HAVE A HANDOUT WHICH SUMMARIZES THESE STUDIES ~~AND~~ *AND WE'VE INCLUDED A COPY IN YOUR* ~~FILE - A COPY (POINT TO THE HANDOUT)~~ THIS FACT IS EVEN MORE SIGNIFICANT WHEN WE KNOW THAT SOME PLANTS HAVE OPERATED MORE THAN 50 YEARS. WE HAVE ALSO DONE A COMPUTER STUDY THAT PREDICTS VERY LOW LEVELS OF VINYL CHLORIDE CLOSE TO THE PLANT. WE WOULD BE HAPPY TO TELL YOU MORE ABOUT THIS STUDY. LET YOUR TOUR GUIDE KNOW AND WE WILL GET WITH YOU ABOUT THE STUDY.

THERE ARE TWO MAIN POINTS WE WANT YOU TO REMEMBER. FIRST, VISTA IS WELL BELOW EPA AND STATE COMPLIANCE LEVELS. WE DON'T HAVE TIME TO TELL YOU ABOUT ALL THE SPECIFICS THIS EVENING. THE INFORMATION HAS BEEN PRESENTED TO EMPLOYEES AND IS AVAILABLE IF YOU ARE INTERESTED. THE OTHER KEY POINT TO REMEMBER IS THAT VISTA CONTINUES TO IMPROVE IN THE ENVIRONMENTAL AREA. WE ARE STUDYING WAYS TO IMPROVE IN THE AREA OF DUST, WASTES, NOISE, WATER, AND VINYL CHLORIDE EXPOSURE AND EMISSIONS.

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(SAFETY OVERHEAD)

AT VISTA, SAFETY IS ALWAYS MOST IMPORTANT. WE ARE VERY PROUD OF OUR SAFETY RECORD. IT HAS BEEN ~~3~~ DAYS SINCE THE LAST LOST TIME ACCIDENT. THAT'S 9 YEARS AS OF JULY 6, 1988! THE PLANT ACHIEVED A NEW VISTA RECORD THIS PAST DECEMBER BY REACHING 4,000,000 HOURS WORKED WITHOUT A LOST TIME ACCIDENT. THIS YEAR WE'VE REDUCED THE MEDICAL TREATMENT CASES BY 57%. WE'VE HAD 3 ~~OVER THE PERIOD~~ *THRU THE END OF JULY* ~~INJURIES~~ TO 7 FOR THE SAME PERIOD IN 1987. OUR GOAL IS ZERO INJURIES, AGAIN OUR GOAL IS TO IMPROVE.

WE SPEND A LOT OF TIME ON SAFETY ACTIVITIES. WE HAVE SAFETY MEETINGS, MANY KINDS OF TRAINING, SAFE WORK PERMITS WHERE WORK MUST BE INSPECTED FOR SAFETY BEFORE WE BEGIN. WE HAVE A SYSTEM FOR EMPLOYEES TO SUBMIT SAFETY SUGGESTIONS AND CONCERNS. WE ALSO HAVE 3 FULL TIME PEOPLE WHO WORK ON SAFETY RELATED ACTIVITIES AND A PART TIME NURSE. ALL OF THESE ACTIVITIES ARE SO THAT OUR EMPLOYEES WILL WORK SAFELY AT WORK AND AT HOME.

(QUALITY OVERHEAD)

THE LAST TOPIC WE WANT TO COVER IS QUALITY. LET ME READ YOU AN EXCERPT FROM THE VISTA QUALITY POLICY - THERE WILL BE A COPY OF THIS IN YOUR PACKAGE. "AS WE CONSISTENTLY REFUSE TO ACCEPT DELAYS, MISTAKES, DEFECTIVE MATERIALS, AND WORKMANSHIP, OUR COMPETITIVE POSITION BECOMES MORE SECURE. THUS WE REACH OUR VISTA OBJECTIVES OF BENEFITTING:

- OUR CUSTOMERS AND SUPPLIERS
- OUR EMPLOYEES AND SHAREHOLDERS ,AND
- THE COMMUNITY WHERE WE LIVE AND DO BUSINESS."

ALL OF OUR JOBS HERE AT VISTA ARE CHANGING. EVERYONE MUST BE INVOLVED IN IMPROVING OUR JOBS. EACH OF US CAN RELATE TO BEING A FRUSTRATED CUSTOMER AND NOT GETTING WHAT WE NEED. WE CAN NO LONGER MAKE WHAT IS EASY OR SIMPLE. WE MUST MAKE WHAT THE CUSTOMER WANTS. JOB SECURITY COMES FROM QUALITY IMPROVEMENTS.

AN EXAMPLE OF THIS IS OUR RELATIONSHIP WITH SOUTHWIRE. SOUTHWIRE IS A MAJOR U.S. PRODUCER OF WIRE AND CABLE. THEY MADE THE DECISION IN 1987 THAT THEY WOULD RELY TOTALLY ON VISTA FOR THEIR COMPOUND AND RESIN. WE ALL WORKED HARD TO MAKE THIS HAPPEN. LET ME MAKE 2 POINTS WITH THIS EXAMPLE. FIRST, YOU CAN SEE THAT IF WE HAVE BUILT A RELATIONSHIP WITH SOUTHWIRE AND GIVE THEM WHAT THEY WANT, THEY ARE MUCH MORE LIKELY TO KEEP ORDERING FROM US NO MATTER WHAT HAPPENS TO THE ECONOMY. THIS LEADS TO JOB SECURITY. THE SECOND POINT IS THAT SOUTHWIRE DEPENDS ON US TO GIVE THEM WHAT THEY NEED. WE MUST LISTEN TO THEM. WE MUST IMPROVE. CONTINUOUS IMPROVEMENT MUST BE AND IS OUR GOAL.

TOUR INSTRUCTIONS

- 1. Form groups of 5-7**
- 2. Meet your tour guide**
- 3. You need:**
 - hardhat**
 - safety glasses**
 - ear plugs**
- 4. Please don't touch equipment**
- 5. Stay with your guide at all times**

QUESTIONS?

INFORMATION FOR TOURS