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Comparing Grades of Talc with Johns-Manville

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article in ___ newspaper ___ medical journal ___ trade journal

___ published presentation from conference

___ published government report

___ government inspection results

___ unpublished internal report

___ unpublished presentation from conference

___ memo _____

___ letter _____

___ warning label

___ sales literature

___ medical records

meeting ___ agenda ___ minutes ___ attendee list

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___ legal deposition of _____

___ other _____

CAREY-CANADIAN MINES, LTD.

REPLY TO: 24 Woodland Drive RR 1
Plano, Illinois 60545
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Carey Asbestos
Ex-22

May 16, 1977

Mr. Kenneth L. Beardsley
THOMPSON HAYWARD CHEMICAL COMPANY
P.O. Box 2383
Kansas City, Kansas 66110

Dear Ken,

Thank you for the opportunity of having our recent discussion on asbestos fibre. Needless to say it's a subject near and dear to me !

As I mentioned to you on the subject of cross references on grades, the problem is generally that asbestos is not a manufactured product. Since we only liberate it from the parent rock and clean it up, there is really no such thing as an exact replacement when compared to competitors grades. There are differences from one producer to another that cannot actually be modified by processing. This most often means that the product in which asbestos is used will usually have to have its formulation changed to one degree or another. Simply substituting one pound of asbestos "A" for one pound of asbestos "B" is not possible for anything except the most unsophisticated products. What this really boils down to is doing some basic work so that new products are FIRST formulated with CCM fibres. This helps a good deal in "locking" in the customer. When formulation changes are necessary in an already existing product, the customer should be reminded that reformulation usually means more than the mere substitution of "A" for "B". The very white, soft, and consistent quality of CCM fibres have been the mainstay of our growth. As ample testimony, we point with pride to the fact that 80 % or so of our customers were once the sole territory of our competitors.

The Quebec Asbestos Mining Association (QAMA) Grades Designations, such as 6D, 7D, 7M, 7R, etc are rough cross-references. This means, as a rule of thumb, that a 7M of one producer should be expected to substitute for a 7M of another producer, a 7R for a 7R and so on. This is only a rough rule though since within any one category there are fairly large differences such as absorbance, grit, etc. We generally recommend that a prospect try two or three grades and make his own selection of the best. Since our grades are so fibrous it is often possible for a prospect to use a lower cost grade and save \$!

There are also variations in customer processes such as type of mixer, time of mixing, etc that can effect the grade selection.



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This is why "Product Application By Grades" (pgs 33-36 in our new data manual) show a variety of uses and duplications for each grade. The Typical Data Charts can be used to narrow a customers' needs down to two or so grades by virtue of things like grit content, water or kerosene absorption, screen analysis and so forth. This kind of in depth discussion of specific needs (and use of the manual) will not only show the customer that we are both concerned for him, but it should also disclose to your people other possible products in your stable.

Most often we find Johns-Manville competing with us and the following general cross references with their grades are ver rough. Please use them only as a starter in discussions of formulation changes and grade selections.

CAREY-CANADIAN MINES

7MS-1
7M-3
7M-5
7M-90
7R-3
7R-33
7RS-1
7RF-9
7RF-10
7RF-66
7TS-1
7TS-3
7TF-12

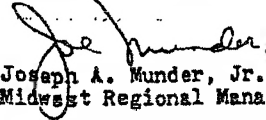
JOHNS MANVILLE

7M-F5, 7M-05
7M-05
7M-06
7M-13
7R-05, 7R-06
7R-06
7RS-5, 7R-05
7RF-1, 7RF-02, 7T-15
7RF-02
7RF-02
7RS-5
7T-06
7TF-1

Again, please don't use the above as the last word. The best method of selection is to use the manual to get a preliminary grade (or grades) for the product and then, using the Typical Data Charts, narrow it down to about two grades for the final selection by the customer. The manual itself is unique in our industry and it should be used on all new asbestos contacts so that your talented people can quickly select several " possibles". Our regional people and HQ staff all have extensive experience with asbestos and many of the products in which it is used. We are constantly available for information, so don't hesitate.

Sincerely yours,

CAREY-CANADIAN MINES, LIMITED


Joseph A. Munder, Jr.
Midwest Regional Manager

cc: A H Bagenstose-HQ
Reg. File