FORM DC 00016.R1

DANA DANA CORPORATION VICTOR PRODUCTS DIVISION - CHGO.

INTRA-COMPANY COMMUNICATION

SUBJECT ENVIRONMENTAL TEST CENTER DATE June 30, 1976

TO S. M. Lillis

From: C. I. Hayden

Re: Highlights, June, 1976

1. Contacts within the Dana Corporation have been proving quite active. We have a monthly water test program starting with Spicer - Auburn in about 3 weeks. They have also requested information on our Sampler. We have visited Spicer-Edgerton and have started to plan a program for them, and completed an asbestos survey for Havana. We have plans to visit Con-Vel, Ecorse, and Lima during July, and have a solvent sampling program for Robinson. We will also be returning to Havana to take part in the Physician's Meeting they are planning.

2. Two new stack sampling programs have been added to our schedule for completion before August 31, 1976. In addition, we have added another equipment producer Pheonix Industrial, to our customer list. They are a referral from another such customer.

3. Pressure has increased on regulation of toxic pollutants. The U. S. District Court in Washington, D. C., has issued a court order forcing action. We have obtained a copy of this order, and are working with marketing to best capitalize on this action.

4. We have opened discussion with three major consulting engineering firms to serve as laboratory support. This is normally how these organizations develop data, and we are receiving some sub-contract work from another laboratory for this market. These contacts are an effort to become a direct source.

5. Art work has been received for the Water Sampler. This will be a one page insert to fit into the Environmental Test Center brochure.

Environmental Test Center

Carl Hayden

C. I. Hayden

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