

9/8/88

350 INVITATION COMMUNITY MEETING

1
Attendee
Robert Ryan

(East of Plant along Matubby Street and North of Hgh 25 across from plant)

IT IS TIME TO GET STARTED WITH OUR PRESENTATION. I'M BOB SEYMOUR, THE PLANT MANAGER AT VISTA'S ABERDEEN PLANT. I'M HAPPY TO WELCOME YOU TO OUR INFORMATION MEETING. WE WILL HAVE A PRESENTATION 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.

(INTRODUCTIONS)

JOE BEALL	DIRECTOR OF EMPLOYEE RELATIONS
DOYLE WELLS	GENERAL MECHANIC
DAVIE LEE SPROWELL	VINYL LEAD OPERATOR
JOHN RAY HAMILTON	I & E SUPERVISOR
VELDON MESSICK	CHIEF PROCESS ENGINEER
BRUCE TREGO	SAFETY DIRECTOR
DOUG SKOKNA	PLANT SUPERINTENDENT
JUDY FROSSARD	PAYROLL CLERK
GIL MORGAN	CONTRACT SUPERVISOR
CURTIS OUTLAW	LEAD LAB TECHNICIAN

I HOPE YOU HAD TIME TO LOOK AT THE VISTA DISPLAY ON YOUR WAY IN.

(DESCRIBE WHAT'S ON IT)

IF YOU DIDN'T, YOU CAN STOP AT THE END OF THE MEETING. WE ALSO HANDED OUT A PACKET OF INFORMATION FOR EACH OF YOU ABOUT OUR PLANT, PEOPLE AND PRODUCTS. IF YOU DIDN'T GET ONE OF THESE PACKETS YOU CAN GET THAT ON YOUR WAY OUT. IN ADDITION, WE HAVE A VISTA PENCIL AND YARDSTICK AS HANDOUTS FOR YOU AS YOU LEAVE.

WE'RE HAVING THIS MEETING FOR YOU, OUR NEIGHBORS IN ABERDEEN 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 "RIGHT TO KNOW" 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 MEETING, 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.

(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 & 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.

(VIDEO)

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 MEETING - CONTINUOUS IMPROVEMENT IS OUR GOAL. THIS THEME WILL BE SHOWN TO YOU IN SEVERAL WAYS DURING THE MEETING AND WE'D LIKE YOU TO KEEP IT IN MIND WHEN YOU THINK ABOUT VISTA IN ABERDEEN.

SINCE WE BECAME VISTA

IN 1986, WE SPENT \$1,8000,000 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. THIS PROJECT WILL BE STARTING UP THIS MONTH.

WE HAVE JUST COMPLETED A NEW LABORATORY FACILITY THAT WILL ENABLE US TO MAKE BETTER COLOR MATCHES OF OUR DRYBLEND PRODUCTS. THIS IS PART OF OUR CONTINUOUS IMPROVEMENT EFFORT IN PRODUCT QUALITY AND PROVIDING BETTER PRODUCTS TO OUR CUSTOMERS.

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.

WE'VE ALSO 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.

(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. THIS FACT IS EVEN MORE SIGNIFICANT WHEN WE KNOW THAT SOME PLANTS HAVE OPERATED MORE THAN 50 YEARS. WE HAVE A HANDOUT WHICH SUMMARIZES THESE STUDIES AND COPIES ARE AVAILABLE AS YOU LEAVE IF YOU WANT ONE. 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. IF YOU WOULD LIKE MORE INFORMATION ON THIS STUDY WE CAN TALK WITH YOU ABOUT IT AT THE CONCLUSION OF OUR MEETING.

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 ABOUT ALL OF 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.

4

(SAFETY OVERHEAD)

AT VISTA, SAFETY IS ALWAYS MOST IMPORTANT. WE ARE VERY PROUD OF OUR SAFETY RECORD. IT HAS BEEN 3345 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 38%. WE'VE HAD 5 THRU THE END OF AUGUST COMPARED TO 8 FOR THE SAME PERIOD IN 1987. OUR GOAL IS ZERO INJURIES, AGAIN OUR GOAL IS TO IMPROVE.

WE SPEND A LOT OF TIME IN 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 IS 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.

1

THAT CONCLUDES OUR PRESENTATION. WE DO WANT TO LET YOU KNOW THAT
TOURS OF OUR PLANT CAN BE ARRANGED AND WE HAVE ESTABLISHED SOME
CRITERIA FOR THESE AND A METHOD OF CONTACT IF PEOPLE ARE INTERESTED
IN SEEING WHAT WE DO AT VISTA IN ABERDEEN.

TOUR OVERHEAD

ANY QUESTIONS?????