REPORT OF CALL



H. B. Rhodes - Niagara Falls
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T. P. Norris - Chicago
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UNION CARBIDE CORPORATION
P.O. Box 579 Niagara Falls, N.Y. 14302

By J. E. Walsh

Date 8-1-75

Full Name	Florida Rolling Mills	Interviewed	
Address	Fort Lauderdale, Florida		Gil Carpenter, President
Mfrs. of	Joint Cements & Sprays		Doug Jones, Chemist

Call made on carload SG-210 and T-135 user to fill them in on the strike situation.

Based on their present inventory FRM will be out of 210 before the carload they now have on order for W/O 10-13 shipment arrives. Advised both Doug and Gil at best the 10-13 date is approximate, as we have been losing ground steadily since mid-June. Their salvation will have to be through Ambrosia, as I told them I had discussed the situation with Ambrosia, and they will do their best to piece meal feed them LTL shipments until we can ship the car on order. T-135 inventory is in better shape, and they expect that their current inventory would get them through most of the balance of this year. Indicated that T-135 was not presently as bad off as 210 and we would be in a better position to help them out on it if need be. Then proceeded to lay out for both men the history of the strike and how our position has generally deteriorated. Both appeared satisfied with the explanation since they previously had been laboriously working off inventories and had not been that close to the situation. Business still remains about 25% of last year in the Florida area with only a slight upturn evident. FRM makes joint cements and sprays only, so if they shut down they are out of business until they get material. This is opposed to our other customers, who have the flexibility to make other products in their line. Gil is an ex USG Regional Manager who said he has heard through the grapevine from reliable contacts that both USG and National plan a massive campaign introduction of their asbestos-free formulas the first quarter of next year. His feeling is that the objective is to force out the independents who have neither the technical ability to reformulate or the board to sell. From what he has heard, a yellow journalism campaign will be put on concerning the health aspects of asbestos and it could only be with our help that people like FRM can fight it. The request may be made of us, if it gets too heated toxicology-wise, to put on a seminar for south Florida contractors to discuss the subject.