J. W. Demaree, NY 33
N. A. Dube, NY 33
R. D. Duffy, So. Chas.
J. C. Flanders, NY 33
L. E. Hawker, So. Chas.
K. J. Hutchinson, NY 32
R. W. Lindberg, NY 33
R. C. Pierrehumbert, Garland, Tex.
T. L. Proctor, Chi.
P. L. Smith, So. Chas.
R. D. Whitman, So. Chas.
B. Zimmerman, NY 33

BY: R.H. Irby
DATE OF CALL 4/22/76
RECEIVED 5/5/76
TYPED 5/7/76

COMPANY DickeyClay Co.
DIVISION Pittsburg, Ks.
ADDRESS

Interviewed (Give full names and titles)
Bob Breitweiser, V.P. R&D
Tom Medved, Chemist and Sales Mgr. for Urethane Athletic Surfaces

PLAINTIFF'S EXHIBIT UC-97

MARKET AREA (S)

Designate Persons Concerned And Underline If Action Is Required

General

Dickey Clay remains on strike but they are operating. They have hired 240 people from outside the union and have been able to keep their Pittsburg, Kansas plant running. Medved is out of the plant and back in the labs creating and on the road selling!

Polyols - Our chances of getting polyol business soon at Dickey remain low. They continue to remember UCC during the shortages. My objective is to turn this ship around! This will take time, but there are ways to accomplish the task. These are primarily bringing something new to the party, then push for the triol and diol business. They recognize and accept this approach.

Outdoor Tennis Surfaces - Acrylic Latexes

Through our coatings people, I obtained a general formulation for an Acrylic Exterior Grade topcoat for tennis courts and asphalt walks. Ray Pierrehumbert of our Garland, Texas plant provided the information in February. Dickey used our formulation, compared it to an Allied Chemical and a Rohm & Haas formula and ours is best! They have ordered a drum of UCAR 163, and UCAR 366, some CELLOSIZE QP-15000, and asbestos from our Mining & Metals Division. With this material, they will coat their first tennis court, somewhere in the East and have invited a UCC representative to be present when this is done.

T. L. Proctor

When I get a firm date from Medved as to when and where this will be done, I'll inform you so that arrangements may be made to have a UCC guy there, if we want.

Medved thinks he can make a good business out of this, especially due to their strong marketing ties to the "school contractors". I concur.

SF-12

Medved has a 5 gallon sample of SF-12 and will evaluate to determine if this type of product will do the job of a product now bought from Allied, which is a TDI 800 mole weight diol reacted to [illegible]% FNCO. The potential is between 1-2MM lbs. of prepolymer. Medved says our $ .38/lb. price is attractive when compared to the Allied product. (Of course, TDI is now $ .41/lb. and will be 51¢ by June 16).

....continued next page....

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Union Carbide trial exhibit UC-97: R. H. Irby Call Report on DickeyClay Co., Pittsburg, Kansas, on Polyols and Asbe...
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