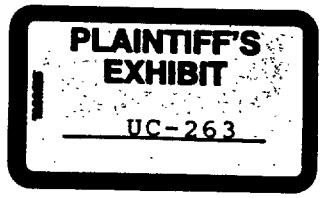
REPORT OF CALL



CALIDRIA ASSOCIATES

c for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
KC Files
NF Files

UNION CARBIDE CORPORATION
P.O. Box 579 Niagara Falls, N.Y. 14302

Walter

By J. E. Walsh

Date 6-19-75

Full Name	Jim Walter Research Corp.	Interviewed
Address	St. Petersburg, Florida	See Below
Mfrs. of	--	

CALIDRIA seminar presentation for interested parties within the Research and Development Department of Jim Walter Corporation. The attendees were as follows:

Ed Moon - Advanced Testing and Technology
Dr. Allan Conroy - Advanced Testing and Technology
Dave Skinner - Advanced Testing and Technology
Joe Ciscowski - President, Jim Walter Research Corporation
Walt Butterfield - Section Head, Cements and Coatings
Ed Czyzewski - Chemist, Cements and Coatings
Jim Schneiter - Joint Cements
Mr. Fernandez - Marketing
Bill Heldebrandt - Section Head, Asbestos and Paper Products
Vince Sarah - Chemist, Asbestos and Paper Products

The presentation put on by R. E. Byrne and G. L. Dickson was without a doubt the best I have ever seen. The writer was both humbled and speechless throughout the 2 1/2 hour session which flowed very smoothly as evidenced by both the attention it received and the questions that came forth from the attendees. The complete CALIDRIA story on mineralogy, processing, and standard, resin, and specialty products covers the whole ball of wax, and even a toxicology side trip was thrown in at no extra charge. The theme of the flexibility of our unique processing system to custom design a product that Celotex wants was food for thought around the table for all. The main response from the attendees appeared oriented towards our standard grade line, with some interest in 144 for epoxies; but not much evident for 244. The RG-600 portion of the discussion worked the most response from the Advanced Testing people.

During a short break I learned from Schneiter that the Edgewater, New Jersey, plant only got to run one batch of 210 redi-mix before they went out on strike. The Port Clinton, Ohio, plant has now run 32 batches of all 210 mud, and reports some minor problems with fluctuating replacement ratio and water demand, but are learning more and more how to use it. To date there have been no field complaints since they switched to an all 210 mud.

REB Spoke with Walt later, and he said he tried the HPQ sample and didn't find it any different from either 210 or 225 in performance, so it looks like we have only SG-125 or the varied cuts of SG-300 left for them to try.

JW

REPORT OF CALL

Calidria asbestos

cc for: R. E. Byrne - Niagara Falls
T. P. Norris - Chicago
W. C. Thurber - NY 38
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UNION CARBIDE CORPORATION
P.O. Box 579 Niagara Falls, N.Y. 14302

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Jim Walter Research Corporation St. Petersburg, Florida

INDUSTRY CLASSIFICATION: R & D

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 2-21-80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Dust Count Report
- ☐ Health & OSHA Information Blue Book
- ☐ Other, specify below:

PERSONS INTERVIEWED:

Walt Butterfield Group Leader roof cements

CALL OBJECTIVE:

Call made to check on status of bulk handling concept.

RESULTS OF CALL:

Walt advised that he was just laying his file to rest on bulk handling as it was a technical success and a financial failure. Everyone sees the need, endorses the concept and feels it is the way to go but they can not get a capital appropriation to get it rolling. About the only way that Walt could see that they would ever install the system is if a new plant is built or a current one burns down and they collect the insurance money to build another one. A present worry is that the current strike in Canada by Lake, Asarco and another small producer could put them in a bind for material later on in the year. Carey's contract expires 3-31 but they have either a 60 or 90 day grace period before they can go out but the feeling is that later this summer the potential is there to have another major strike. Walt felt it was in their best interests to get on our books and along that line called up their Celotex people to advise them that they should strongly consider buying from us now along with setting up an appointment for me to meet the new fiber purchasing agent.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JPL:TPH:JLM: :KC-FILE:NF-FILE

NF PERMANENT FILE

WALTER

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Jim Walter Research St. Petersburg Florida

INDUSTRY CLASSIFICATION: R & D

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 9-17-80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:

Walt Butterfield Group Leader Roof Cements

CALL OBJECTIVE:

Call made on R & D headquarters of large potential CALIDRIA prospect.

RESULTS OF CALL: CALIDRIA usage at the Celotex division is about all but dead now, Walt said, despite our joint efforts of over two years to develop a bulk handling system that would disperse our pellets. We finally developed the system but the cost of buying and installing it was too high compared with the minimal production increase and other side benefits they would get. Even with Walt's help we couldn't even get an order to keep them on our books when the potential canadian strike might have occured earlier in the year as the main inhibiting factor always seems to be price and they feel CALIDRIA is over priced for their roof cements. I discussed their aluminized line and Walt didn't think he could sell it for us as again a higher price would override product improvement plus the fact that they would not want to have to inventory another grade of asbestos as they have enough product quality problems now with just two different Carey grades. As far as a nonasbestos product is concerned Walt advised that they have a mini fibers formulation that works sitting on their shelf that they can go to but short of an outright ban their intention right now is to go right down to the end of the line with asbestos because of their relationship with Carey. An additional factor is that the mini fibers product would cost more which kills it right there for now but if asbestos couldn't be used they have found that mini fibers is the cheapest available replacement so everyone would be forced to raise their prices and they could then use it.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JRL:TPN:JLM: :KC-FILE:NF-FILE NF PERMANENT FILE ☐