REPORT OF CALL

PLAINTIFF'S EXHIBIT
~~UC-274~~

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

By J. E. Walsh

Date 1-28-75

Full Name Wonder States Industries	Interviewed
Address Little Rock, Arkansas	Jim Carman, President
~~Mfrxxxx~~ Distributors of RG-144, RG-244	Harold Bristow, Vice President

Call made on our distributor of RG grade products.

The theme of the meeting was: "How are we going to bring 244 alive in '75?" Step number one, which all parties feel will help greatly, is a refresher course at their next sales meeting on the RG grades. This will pump up once again their salesmen on where and how they are used, and what they compete with. Stressed again the unique advantage WSI has of having us put in 5-6 pallets on a Carrollton warehouse restock order, thereby allowing them to buy at the carload price, and have a 50-60¢/lb price advantage over our competition just going in. With this kind of advantage, the volume doesn't have to be large, as the margin they have to operate with is better than anything else they have in their line. Their trucks run back and forth between Texas and Arkansas, so stock could be transferred as needed. Jim claims that the biggest problem has been that they haven't been able to locate the small users, and we have all the large users, such as Marco, up the road in Jacksonville, Arkansas. The business failure rate hasn't helped either in the area they cover, as in Oklahoma alone, 40% of the accounts they dealt with last year either filed bankruptcy or closed up shop. This is also the first year that Jim and Harold will not be at the SPI, as the last couple of months have been kind of disastrous for them.

REB After the sales get-together with them, if we don't see any response in six months or so, I'm inclined to say forget them. The time could be better utilized elsewhere, unless you have any other ideas on how I can pump them up to go out and hustle 144 and 244 for us.

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