PLAINTIFF'S EXHIBIT
tabbies
UC-322

REPORT OF CALL

cc for J. W. Rawlings
T. P. Norris
J. E. Walsh
KC-File
NF-File

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

R. E. Byrne, Jr. &
By E. J. Kleber

End Use: Phenolic Mldg. Cpds.

Date 1/24/73

Full Name	UCC Chemicals & Plastics Div. Bound Brook, NJ	Interviewed C. Martino - R&D Gr.Ldr. G. Ealer - R&D D. Albright - Phenolic Prod. R. Ream - Phenolic Prod. D. Neal - Ind. Hygienist
Address		
Mfrs. of		

OBJECTIVE

Promote SG pellets for use in phenolics and take asbestos dust counts.

DISCUSSION

Over the past weeks we have learned that UCC - C&P "marketing people" are pressuring R&D and production to reduce dusting, eliminate asbestos or do something to counteract the GE publicity on their asbestos-free phenolic molding compound. Our call to Carlo Martino a few days ago to offer dust counts caused a flurry of interest both in R&D and production. Our visit was to make counts to (1) corroborate their previous tests, (2) measure dust reduction afforded by SG-100 in place of 7RF9,and (3) spread the gospel.

Our dust counts went well, as nearly as can be told by visual observation. Results should be available and reported within 7-10 days. All the Bound Brook personnel were impressed by the obviously lower dust when dumping SG-100. Dust levels during subsequent grinding and processing were certainly no worse than with 7RF9. Their major concern, however, was the asbestos dumping and the ability to bulk handle. I feel that we have a better than 50-50 chance of getting their business if they do not panic and throw asbestos out. At current rates of consumption, they would probably use a 1000T of bulk SG-100 and 500T in 50 lb. bags per year.

A meeting of Chemical & Plastics marketing, R&D, and production personnel is to be held in Bound Brook on February 8 to discuss their problems with dust in general,and asbestos in particular, in phenolic molding compounds. J. L. Myers has beein invited to attend, belatedly and reluctantly. He may have a tough row to hoe. After our extensive conversation the situation shakes down like this:

1. R&D takes a scientific, "let's learn to use it safely" position, but are nervous.

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2. Production says throw it out and avoid both customer and employee reluctance to handle asbestos.

3. Marketing will do anything to regain an advantage on GE or the market in general.

4. The Times article of January 21 is posted on the bulletin boards in Bound Brook.

In our favor are the following:

1. Nothing but asbestos gives the required heat resistant compounds.

2. The new GE asbestos-less product does not seem to be working well. (They have announced they will supply asbestos compounds until July 1, 1973.")

3. Everyone was impressed with the dustlessness of SG-100.

4. At a 1:2 replacement ratio, SG-100 may result in very small raw material economies.

Typed 1/26/73
cjb