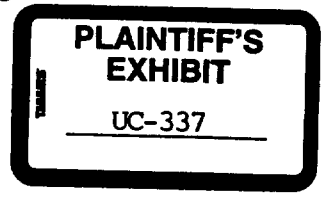
REPORT OF CALL

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Calidria ASBESTOS

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

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

By E. J. Kleber

Date 5/22/75

Full Name J. W. Mortell	Interviewed
Address Livonia, MI	Kanti Patel's Assistant
Mfrs. of	

OBJECTIVES Normal call on large "Calidria" user.

OBSERVATIONS Things continue to look good here. Mr. X affirmed Kanti's statements that we are on the verge of what should be a big application for RG-244. As far as he knows, all the necessary approvals from G.M., Ford and Chrysler have been obtained and he said we should begin to see some business at the Warren Plant before the summer is over. The selling of an asbestos-containing product to G.M. continues to be something of a problem and he asked if we had anything new to tell them. I replied that Kanti had all our literature on the health question, but if we could be of any help, just let us know. That seemed to please him.

RECOMMENDED ACTION

EJK Continue normal calls

P.S. Sorry about Mr. X's name. I asked him 3 times and never did get it. He spoke with a fairly heavy accent and I decided not to ask again because it was getting embarrassing.

Typed 5/27/75
et

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UNION CARBIDE

THE DISCOVERY COMPANY

Calidria ASBESTOS

UNION CARBIDE CORPORATION • MINING & METALS DIVISION • P.O. BOX 579 • NIAGARA FALLS, N. Y. 14302 • TEL: 716-278-3376

December 11, 1975

Mr. Don Dailey
Mortell Company
Development Laboratories
36975 Amrhein Road
Livonia, MI 48150

Dear Don:

Enclosed, as promised, are a couple of packets which contain "Calidria" asbestos sales and technical literature. I am sure that some of the applications do not apply to Mortell Company, but I thought it might at least acquaint you with the type of industries that use our products.

If we can be of any help, please let us know.

Best regards,

Ed.

Edward J. Kleber
Sales Representative

EJK:dal
Enclosures

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Company, Livonia, MI

INDUSTRY CLASSIFICATION Automotive Sealants

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 2/23/77

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.
☐	☐	☐	☐	☐	☐	☐	X

Other:

PERSONS INTERVIEWED: Don Dailey - Interim boss.

CALL OBJECTIVE: Regular call on Mortell's automotive research labs.

RESULTS OF CALL: As reported last week from Kankakee, Kanti Patel, Technical Director here, has quit! Don Dailey has been put in charge, at least on a temporary basis and, obviously, enjoys it. He mentioned that Mortell has some new sealants in the works that will use RG-244. For some reason, many sealants are moisture sensitive and other thickeners are very unpredictable when the moisture varies. RG-244, on the other hand, hangs right in there.

Don was very disturbed by a report from their New Jersey sales manager who said that all asbestos containing materials in that state are to be banned by March 19. A quick call to HBR refuted that and we will send Don anything we receive in writing on that situation. To say the least, he was very pleased the ban is not for real.

FOLLOW-UP ACTION REQUIRED:

EJK - Send Don any documents on the New Jersey situation.

- Continue normal calls.

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE
R. L. Schult J.E.Lenahan

Typed 2/24/77 cib

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Company, Livonia, MI INDUSTRY CLASSIFICATION Sealants

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 4/14/77

PRODUCTS DISCUSSED: Cr ☐ Mn ☐ Spec. ☐ Si ☐ CaC_2 ☐ W ☐ V ☐ Asb. ☒ Other: _____

PERSONS INTERVIEWED: Dr. Taki Anagnostou - Lab Director
Wayne Whitney - Consultant
Don Daily - Chemist

CALL OBJECTIVE: Meet n' greet new lab director.

RESULTS OF CALL: Taki has been at Mortell since April 1. He is no stranger to "Calidria" (especially RG-244) since his last position was as lab director at Chrysler Chemical. Wayne Whitney was formerly the technical director at Thiem in Milwaukee and, likewise, is familiar with "Calidria".

Wayne's first question was that he couldn't understand why Mortell insisted on using RG-110 since Thiem uses SG-210 very successfully. I replied that although this was true, we had presented Mortell with both products and they had determined that RG-110 was superior. Wayne seemed satisfied, but wants us to send a sample to Don Daily for evaluation.

Taki took the pressure off that conversation by noting that RG-244 is beginning to be used at Warren and we should see an order soon (sure didn't take him long to learn the Mortell party line of promising to use RG-244). We shall see.

We went over the usual toxicology issue and both Don and Taki noted that the pressure seems to be off from the auto companies, at least temporarily.

Wayne then asked if we had heard about the "new" asbestos product with fibers all shorter than 5 microns. He didn't know who makes it, but a distributor is going to get him a sample. I mentioned that this smelled an awful lot like Hedman fiber and went through that saga with him. He promised to let me know what the name of this magic asbestos is and said he'd get me a sample if we wanted it. Wayne's next little goody was to ask if we were aware that Carey was about to go to a wet process for better liberation and purity. I replied that I hadn't heard that one, but I sure am interested. According to Wayne, they are going to take tailings, wet them, separate out the magnetite and grind the fibers. Sound familiar? Anyway, Wayne has not yet seen a sample but says they expect to be producing in a couple of months.

FOLLOW-UP ACTION REQUIRED:

EJK - Continue normal calls.

- Send SG-210 sample to Daily.

JLM/REB et al - Have you heard about Carey's wet process?

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R. L. Schult J.E.Lenahan
Typed 4/18/77 cjb

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Company, Livonia, MI

INDUSTRY CLASSIFICATION Sealants

SALESMAN Edward J. Kleber with H.B.Rhodes

REGION Midwest

DATE OF CALL 8/4/77

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	X	

PERSONS INTERVIEWED: Taki Anagnostou - R&D Director

CALL OBJECTIVE: Acquaint Taki with health regulations and current legislative climate.

RESULTS OF CALL: HBR gave a very thorough explanation on the status of all of the government "alphabet soup" organizations including CPSC, EPA, NIOSH, OSHA, and TOSCA. Since Taki is new to all this he greatly appreciated out time and I hope he now has a better understanding of the various rules and regulations from Uncle Sam.

As a special bonus, Taki took us on a guided tour of the new research lab in Plymouth, MI due to open 8/15.

Our hope here is to translate some of our goodwill here into business. We have two things in our favor now that we didn't before. Taki is pro-UCC and he is very open and honest in his dealings, which is not true of his predecessor. He said he will look at RG-110 versus Canadian and let us know how we stand.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Mktg.Services;Others: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE:HBR
J.E.Lenahan

Typed 8/10/77 cjb

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UNION CARBIDE CORPORATION • METALS DIVISION • P. O. BOX 579 • NIAGARA FALLS, N.Y. 14302 • TEL: 716-278-3376

August 8, 1977

Dr. T. J. Anagnostou
Mortell Company
36975 Amrhein Road
Livonia, MI 48150

Dear Taki:

Enclosed are the documents we discussed during our recent visit. I hope that these will help to clarify some of the areas which, admittedly, are very gray. If you have any questions, please do not hesitate to give either Harry Rhodes or me a buzz.

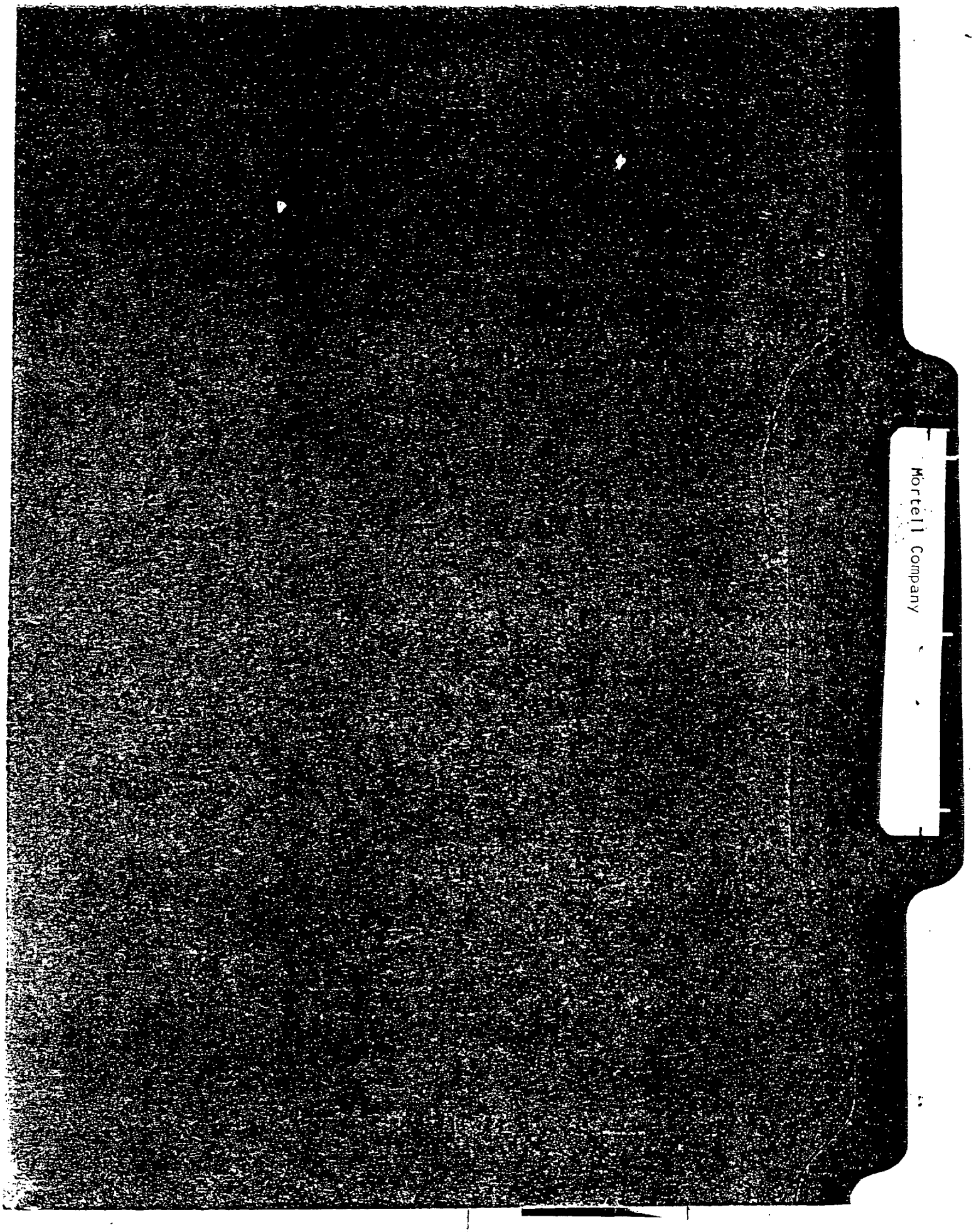
Also enclosed is a sales brochure covering our new reinforcing product, RG-600. A small sample is enroute to the Plymouth laboratory.

As always, if we can be of any assistance, please let us know.

Best regards,

Edward J. Kleber
Midwest Sales

EJK:cjb
Enclosures



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