PLAINTIFF'S EXHIBIT UC-338

CC: J. E. Lenahan
T. P. Norris
R. L. Schult
W. C. Thurber
J. E. Walsh
KC-File
NF-File
L.J. Grogan
R.J. Kronkhyte

Calidria

NOV 17

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

By E.J. Kleber

Date 11/5/75

Full Name J.W. Mortell Address Kankakee, Il. Mfrs. of	Interviewed Bruce Radebough - P.A.

OBJECTIVES:

Present price increases to this large RG-110, RG-144, and RG-244 customer.

OBSERVATIONS:

I truly believe that we are going to come out of the strike situation here smelling like a rose. My first hint of this was that I was ushered in to Bruce's office ahead of four other salesmen who had arrived before me. I have never seen Bruce more willing to talk openly and (I hope) honestly. We covered a lot of ground, the highlights were as follows:

1) Bruce was thrilled about his trip to the mill. He said that he has never taken a plant tour that was more interesting, and was especially impressed by Bob Kronkhyte's running commentary during the visit.

2) Our price increases didn't seem to phase him, although he did comment that this may push Mortell closer to switching from RG-110 to HPO.

3) While on the subject of price increases, Bruce asked if we could inform him by May of 1976 of any increases for the rest of the year. They quote prices to the Auto Industry in June and it is very difficult to raise their prices until the first of the calendar year.

4) We have picked up 8,000 lbs./Mo. of RG-110 business in their Wichita plant. Now this may not sound like much, but it is the first Mortell plant to go to 100% RG-110. Bruce continues to imply that in the long haul we will gain a much higher percentage of their low-grade (as opposed to RG-144 / RG-244) asbestos business.

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J.W. Mortell
Kankakee, Il.

E.J. Kleber
11/5/75

JEW

5) If present trends continue by December the Griffin, Ga. plant will again be buying direct from us, rather than taking back hauls from Kankakee.

6) Bruce says he has really put the pressure on their R&D people to get RG-244 into their plastisol formulations. RG-244 has consistently failed an accelerated aging test that they run on all their plastisols. My comment was that I couldn't understand why, since I knew for certain that RG-244 was going into automotive plastisols and that no one else had complained. Bruce said that they would take a good, long look at the test and let us know what can be done. He assured me that if RG-244 can be made to work, it will be used. (Incidentally, Mortell in Illinois and Michigan is Cabots' largest midwest customer, consuming about 400,000 lbs./yr).

7) The Cabot man has been in recently, crying the blues about the tremendous raw material costs involved in producing Cab-o-sil. He went through the story about having to burn silicon metal. Bruce says he has the uneasy feeling that Cabot is about to really jack up prices by an unprecedented amount.

8) We may finally have gotten the story on Cabot's "sweepings" as reported by Chem-Tech in March. Mortell's labs have thoroughly evaluated these "sweepings" and pronounced them exactly the same as "regular" Cab-o-sil M-5. Bruce thinks it is a device by Cabot to cut prices for favored customers without running afoul of the FTC. Cabot allows Mortell to have 20% of their requirements as "sweepings", for which they pay 1/3 of list price. If you figure Cab-o-sil @ $1.26/lb. (80% of requirements) and "sweepings" @ $.42/lb. (20% of requirements), this means that Mortell effectively pays $1.09/lb. for Cab-o-sil M-5. Not a bad deal!

9) One sour note - Bruce brought up the proposed new OSHA regulations. We discussed them briefly and he didn't seem overly concerned. He did ask if I could send him a copy and I reluctantly agreed.

RECOMMENDED ACTION:

EJK

Keep on Bruce about RG-244.

Typed:11/12/75
lb

BC: File

UNION CARBIDE

Calidria ASBESTOS

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

April 5, 1976

Mr. Bruce Radebough
Mortell Company
550 North Hobbie Avenue
Kankakee, IL 60901

Dear Bruce:

Enclosed, as promised, is a copy of the NIOSH criteria document on silica. Since much of it is written in the usual government gobbledygook, it may be difficult to decipher. We haven't done much more that gloss over it, but if you have any questions regarding the content, please let us know and between the both of us, maybe we can come up with an answer.

Best regards,

Ed Kleber/cjb

Edward J. Kleber
Midwest Sales

EJK:cjb
Enclosure

Calidria ASBESTOS

UNION CARBIDE

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

May 4, 1976

Mr. Ron E. Mulligan
Purchasing Agent
Mortell Company
Kankakee, IL 60901

Dear Ron:

Enclosed is a (mostly) filled out copy of your General Supplier Profiles form. Some of the answers to your questions have been deemed confidential by our management and those portions of the form have been so noted.

If the answers are not satisfactory, or if you need further information, please do not hesitate to contact us directly and we will pursue it further.

Very truly yours,

Edward J. Kleber
Midwest Sales

EJK:cjb
Enclosures

MORTELL CO.

GENERAL SUPPLIER PROFILES

A. Financial Information

1. Total sales yr-yr
2. Fiscal yr dating
3. Inventory-Accounting policy- LIFO, FIFO, other
4. Total profits yr to yr
5. Profits as % of sales

} See Union Carbide Corporation Annual Report (copy enclosed)

B. Production Information

1. No. of producing plants (relevant to Mortell purchases) 1 (one)
2. Locations of plants, age, capacity, energy modes

   Plant located at King City, CA.

   First opened 1963.

   Plant energy modes are natural gas and electric.

3. Ship points Plant at King City, CA.

   Warehouses located at: Atlanta, GA; Cleveland, OH; Dallas, TX; Finderne, NJ; Hammond, IN; Houston, TX; Kansas City, MO; and Livonia, MI.

4. Expansions anticipated or undertaken (relative to Mortell prod. or feedstock for)

   NONE

C. Product Technology Information

1. Product to be potentially used by Mortell - RG-110, RG-144, RG-244

2. Specific capacity - CONFIDENTIAL

3. Basic technology identification

RG-110 & RG-144 - Highly refined asbestos fiber products.
RG-244 - Highly refined asbestos fiber which has been surface modified.

4. Degree of integration - NONE

a. Basic feed stocks and substitution flexibility

b. Process feedstocks used if integrated production

c. Process chemicals purchased in lieu of #2 capacity for certain production requirements

D. Labor Information

1. Unionized at any or all locations, including union represented

NONE

2. Current representative wage ratio-if identifiable

3. Any strike history - NONE

E. Distributors or representatives in relevant consumption areas

See enclosed distributor list.

CALIDRIA ASBESTOS DISTRIBUTORS IN THE UNITED STATES

(Relevant to Mortell Company's Needs)

Allied Resin Corporation	E. Weymouth, MA
Amsco Div. - Union Oil of California	Kansas City, MO
Apperson Chemical	Jacksonville, FL
	Pompano Beach, FL
Harrisons & Crosfield (Pacific) Inc.	Emeryville, CA
	Newport Beach, CA
Hatco Div. - W. R. Grace & Company	Linden, NJ
Plastex, Inc.	Fort Worth, TX
Technical Petroleum Company	Chicago, IL
Technical Products, Inc.	Cleveland, OH
	Louisville, KY
Wonder State Industries	Little Rock, AR

E.J.K.
5/4/76

Calidria ASBESTOS

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

January 6, 1977

Mr. Bruce Radebough
Mortell Company
550 N. Hobbie
Kankakee, IL 60901

Dear Bruce:

As promised, enclosed is a copy of the new NIOSH proposal for occupational exposure to asbestos. I copied the title page, table of contents, and the last two sections. The first four sections (about 50 pages) deal primarily with medical and sampling data and I saw no reason to copy all of that. If you are interested, let me know and I will get you a copy.

I just received the draft copy of the Asbestos Information Association's response to the proposal and have included it for your information.

Please let me know if you need any further information or if you would like to discuss any part of this question.

Best regards,

Edward J. Kleber
Sales Representative

EJK:cjb
Enclosures

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber ✓

REGION: Midwest

DATE OF CALL: 2/17/77

PRODUCTS DISCUSSED:

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

Other:

PERSONS INTERVIEWED: Ron Mulligan - Purchasing

CALL OBJECTIVE: Regular call on large RG-110/RG-144 user.

RESULTS OF CALL: Ron presented me with what looks similar to the blade tip of a small Cowles dissolver he claims was found in a bag of RG-110. Luckily, in the area it was being used a grate is employed to break up lumps and the offending hunk of metal was caught before any damage was done. We'll send it to the plant to see if it looks familiar. They're not really upset, but thought we'd like to know.

In keeping with the "musical chairs" games the sealant industry is constantly playing, it's now Mortell's turn. Kanti Patel, manager of the Livonia lab, has quit to return to India. Don Dailey is the temporary replacement but Ron says that Mortell is in the process of "pirating" a new lab manager from one of their competitors. I also learned that Mortell has hired Wayne Whitney (ex-Thiem) as a part-time consultant to improve the small volume, large profit end of their sealant business. This could be good news for us since Whitney is a big RG-244 booster.

LJG- Mortell has instituted a new policy that could be somewhat troublesome for you. They are now going to insist that all lot numbers shipped to them be noted on either the bill of lading or packing list. They would also like a copy of our manufacturing specifications to have on file.

Ron noted that our RG-110/RG-144 sales will probably be within +10% of last year. No major shifts in usage should occur.

FOLLOW-UP ACTION REQUIRED:

EJK - Continue normal calls
REB - Any objections to sending our specs. to them?
LJG - Any problems sending out lot numbers?

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

Typed: 2/18/77 dal

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asbestosclaims.law/library/15589/9

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Co, Kankakee, IL

INDUSTRY CLASSIFICATION Sealants

SALESMAN Edward J. Kleber

REGION Midwest

DATE OF CALL 5/10/77

PRODUCTS DISCUSSED:

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

Other:

PERSONS INTERVIEWED: Ron Mulligan - Buyer

CALL OBJECTIVE: Regular call on large RG-110/RG-144 user.

RESULTS OF CALL: Mortell is going to make a major effort to try and recapture a lot of the vinyl plastisol business lost over the past few years. The recent hiring of Taki Anagnostou and Wayne Whitney are the first steps in this program. A new tech center in the Detroit area to be opened in the fall will give them even more room to hire a few more people.

Ron Advised that we should see some RG-244 business in the next carload, and the use of RG-244 should steadily, but slowly, increase. I get the feeling that Kanti Patel's (Taki's predecessor at Livonia)program to eliminate high priced fillers such as RG-244 and silica was a complete bust, resulting in a lot of lost business for Mortell.

Ron asked that we give them some idea of our price increses for the next year. This is an annual event at Mortell, because they have to quote 1978's auto sealants by June 1.

FOLLOW-UP ACTION REQUIRED:

EJK - Get to Ron with any guesstimates of price increases.

- 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 5/13/77 jel

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber ✓

REGION: Midwest

DATE OF CALL: 11/8/77

PRODUCTS DISCUSSED:

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

Other: _____

PERSONS INTERVIEWED:

Ron Mulligan - Purchasing Agent
Ken Gatchet - Plant Engineer

CALL OBJECTIVE:

Try to set up a program with Ken to resolve differences in fiber counts, and regular call on Ron.

RESULTS OF CALL: Ron reports that our RG-110 business is continuing to improve. According to him, he wouldn't be surprised for us to be selling close to 2 carloads of RG-110 a month in the very near future. I asked whether this was because we were getting into new formulations, or whether it was a result of a general improvement in Mortell's business. Ron's answer was that it was a little bit of both, but mostly the fact that Mortell has increased its' share of business at a few customer locations. Ron finished off the call by noting that if all raw material suppliers gave as good service as we do, his job would be a whole lot easier.

The call Ken was not quite as rosy. The discrepancy between our fiber counts which showed Mortell approaching or exceeding OSHA levels, came as a complete shock to Ken. As you might expect, his first reaction was to suggest that our figures were all wet. After he calmed down he admitted that the proposal to run side-by-side comparisons with either/or their monitoring people or their consultant had some merit. Kankakee is not due to run fiber counts until January or February, and at that time Ken feels we should be present. Ken was in the middle of a meeting, and didn't really have too much time to spend with me. His suggestion was that we call him in a couple of weeks and at that time we can discuss how best to set up this program.

FOLLOW-UP ACTION REQUIRED:

EJK - Contact Ken in a couple of weeks and set up the rules for a side-by-side monitoring. Continue normal calls on Ron.

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

TYPED: 11/15/77 dal

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber

REGION: Midwest

DATE OF CALL: 3/9/78

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Bruce Davis - Buyer

CALL OBJECTIVE: Regular call on large RG-110 and RG-144 customer.

RESULTS OF CALL: There really isn't very much to discuss with the purchasing people at Kankakee anymore since Bruce Radebough departed for Plymouth, MI. The purchasing function in Kankakee is really strictly an ordering process affair. One of Bruce's concerns of course was for the order that they had placed in January and had not yet received. Their stocks of asbestos are running very low and their getting in trouble. Interestingly enough, we were interrupted by a call from the railroad which told him that our railcar was probably one day away from arrival at Kankakee. That immediately took the pressure off. I emphasized to Bruce that we really had no idea how long this car problem was going to last and if they needed more material they should order it as quickly as possible to give us a lot of lead time.

I tried to pump Bruce on whether or not he knew anything about the SG-130 evaluation. He pleaded ignorance, saying that we're going to have to talk to the Plymouth Lab for any information of that kind.

FOLLOW-UP ACTION REQUIRED:

EJK - Regular calls.

COPIES TO: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE

dal 3/15/78

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber w/ R. E. Byrne, Jr.

REGION: Midwest

DATE OF CALL: 5/16/78

PRODUCTS DISCUSSED:

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

Other:

PERSONS INTERVIEWED: Ron Mulligan - Director of Purchases

CALL OBJECTIVE: Regular call on large RG-110/RG-144 customer.

RESULTS OF CALL: Had the usual pleasant call with Ron. One of the most pleasant aspects of the call was Ron's statement that we are going to begin selling RG-244 in ever increasing quantities to Mortell. The majority of it will be put in carloads with their normal shipments, but we should see some out of the warehouses as well.

We sprung our price increase on Ron and although he wasn't exactly over-joyed, he didn't seem too upset. One comment he did make was that it was out of character for us to increase prices at this time of year. The implication was that he could plan better knowing that we generally rise RG-144/244 in October and RG-110 at the beginning of the year.

During our call Ron mentioned that Wayne Whitney, Mortell's part-time consultant, was currently at Kankakee running a trial. I managed to call Wayne on the phone and talk to him briefly and mentioned that I assumed that he, of course, was using RG-244 in this trial. His response was, "Naturally". He did not seem to want to go into much detail so I left it at that.

FOLLOW-UP ACTION REQUIRED:

EJK - Continue normal calls.

COPIES TO: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE

dal 6/2/78

7 PN

MORTELL COMPANY
Kankakee, Illinois 60901 AC 815/933-5514

April 1, 1980

Gentlemen:

After reviewing price schedules and price change notices from many vendors, we must voice a strong objection to "No Advance Notice of Price Change" and "Price in Effect at Time of Shipment".

As you are aware, it has been and still is Mortell Company Policy to require a 30 day notification on any suggested price change. This period is required in order to fully assess what the impact would be on our markets and to advise our customers of impending put through price increases.

Short notice of price changes places Mortell Company in a noncompetitive position with our customers. As a major supplier to the automotive industry and to many major domestic corporations, we are required to maintain a stable and competitive marketing position.

Our objective is to maintain 30 day price stability as a bare minimum.

If after a review of your current policy, you find that you cannot comply with a 30 day notification prior to price change, please advise by letter the basis for noncompliance.

Our posture is to work together with our vendors to mutually maintain our markets in a competitive stabilized atmosphere.

Very truly yours,

D. E. Mortell

D. E. Mortell
President

DEM:jc

Sealants and Coatings since 1895

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealers

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 8/22/78

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Bruce Davis - Buyer

CALL OBJECTIVE: Regular call on large RG-110/RG-144 user.

RESULTS OF CALL:

Ron Mulligan, the purchasing director, was on vacation this week, so we talked to Bruce about the current situation with Calidria. Mortell is getting very upset with us, because of our inability to deliver material on time. In the beginning of the year we used the excuse of not having rail cars and currently our reason has been that the Carey strike put pressure on us. At least twice this year Mortell in one location or another has run out of material. This is totally unacceptable. Their last order was entered on July 18 for shipment August 10, and right now the 22nd of August it has not yet been shipped. Bruce feels there is no question they will run out of asbestos in the next two weeks and they're going to need some help. I explained that we did not warehouse much RG-110 in the immediate area, but we may be able to get him some out of the plant so that their plants will not have to shut down. I implored him to look into the matter immediately and let us know when they will be out and where and we will try to cover them.

I made a point of inquiring of Bruce if he was aware of any hassling going on in Illinois from OSHA, EPA, etc. He said that he was not aware of any big push on their Kankakee plant, but would check into it and let me know if he hears anything. I told him I would check with Bruce Radebough who heads up this sort of thing for Mortell nationally and he may be more current on exactly what's going on. Bruce agreed and we let the matter drop.

FOLLOW-UP ACTION REQUIRED:

EJK - Stay close to both Bruce Davis and Ron Mulligan and make sure Mortell does not run out of product. Continue normal calls.

COPIES TO: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

dal 9/1/78

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Company Kankakee, IL

INDUSTRY CLASSIFICATION Sealants

SALESMAN Edward J. Kleber ✓ REGION Midwest DATE OF CALL 10/5/78

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Ron Mulligan - Purchasing Manager
Bruce Davis - Purchasing Agent

CALL OBJECTIVE: Regular call on large "Calidria" customer.

RESULTS OF CALL: Mortell's business has been just great lately, which explains the sudden upsurge in orders from them. Last month they ordered two cars containing RG-110 and RG-144 from us and they will also want a car shipped either the last week of this month or the first week of next month. Ron says that instead of the normal 9-10 cars per year, the current rate looks more like 13-14. Most of this business upsurge, incidentally, is from new customers.

We discussed at some length the possibility of Mortell buying from us in bulk. For reference purposes it's important to know that Mortell buys between 6 and 8 carloads of asbestos per month for their Warren, MI and Kankakee, IL locations. They are completely equipped to handle virtually everything in bulk, except asbestos. It looks like the major problem would be for them to break up the pellets. We decided that I should mention this concept with Dr. Anagnostou at the Plymouth Development Center and see what his reaction would be. We have talked to Dr. Anagnostou about this before, the big hang-up has always been the fact that they use ribbon blender. If a way could be worked out to break up the pellets, even with a modest capital expenditure on their part, we would have a very real chance for all of Mortell's business. They absolutely do not like to handle asbestos. Bulk would solve a lot of problems for them.

FOLLOW-UP ACTION REQUIRED:

EJK - Continue normal calls.

REB/JLM et al - Let's talk over the idea of getting Mortell to switch to bulk.

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

dal 10/31/78

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealers

SALESMAN: Edward J. Kleber ✓ REGION: Midwest DATE OF CALL: 12/13/78

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Ron Mulligan - Purchasing Director
Bruce Davis - Buyer

CALL OBJECTIVE: Routine.

RESULTS OF CALL:

Ron says that for 1979 we should see approximately the same level of RG-110 sales as we saw in 1978. The RG-144 and RG-244 sales, are almost totally dependent on the Plymouth labs formulations and are somewhat more difficult to pin down. Business at Mortell has slacked off a bit, but that is fairly normal for this time of year.

Ron is hopping mad about the Cabot and Degussa price increases. He says in his opinion someone ought to go after those two companies for price fixing. He promised that he would try to put the pressure on Taki Anagnostou at the Plymouth lab to get some RG-244 in the formulations in place of Cab-O-Sil. Incidentally, he gave me copies of both price schedules.

After Ron blew off all his steam about Cabot and Degussa, I felt obliged to lay our new prices on him. He was not especially upset, although he did think the RG-144 and RG-244 price increases seemed a little steep. He assured me, however, that it will have no effect on our business. He was especially pleased at the small increase in RG-110, especially since RG-110 is the high volume material we sell to Mortell.

All-in-all things seem to be going well here, it is probably going to take pressure from both us and purchasing to get the lab to do more evaluating of RG-244.

(OVER)

FOLLOW-UP ACTION REQUIRED:

EJK - Normal calls

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

dal 12/27/78

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 3/7/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Ron Mulligan - Purchasing Agent
Bruce Davis - Buyer

CALL OBJECTIVE: Routine

RESULTS OF CALL:

This was pretty much a social call, because at this time getting Mortell to do some work in the lab to improve our position here is impossible. Bruce Radebough will probably be moving back to Kankakee, and Mortell is going to hire a new Technical Director for the automotive operation in the Plymouth, MI, lab. Therefore, new work is almost at a standstill. I made a big push at Ron to have our RG-144 or RG-244 looked at in the Mortell approved hot melt sealants. Ron promised to bring this up to whoever ends up at the head of the lab in Plymouth, because the money savings sound attractive.

Other than the hot melt very little of any real substance was discussed. Ron did a lot of hollering about new wave of price increases from suppliers coupled with shortages. Borden announced to them that they would receive only 60% of 1978's usage of vinyl resins. Tenneco has them on allocation in vinyl resins. Most solvents are now are now on some sort of allocation. I told Ron that we would not do such a thing to a nice guy like him so he didn't have to worry about it from "Calidria."

After our fiasco of trying to ship RG-110 cars in DF cars for drop off at Wichita, Bruce and Ron have decided that from now on all shipments to Mortell will go directly to Kankakee and be backhauled from there.

FOLLOW-UP ACTION REQUIRED:

EJK
When things settle down in the lab, push Ron to have the lab evaluate RG-144 or RG-244 in their hot melts. Continue normal calls.

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

dal 3/14/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 4/17/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Ron Mulligan - Purchasing Agent
Bruce Davis - Buyer

CALL OBJECTIVE:

Regular call on large RG-110/RG-144 customer

RESULTS OF CALL:

Not much new to report here, business is humming along at a good clip, but nothing outstanding on the horizon for "Calidria" products. Ron's story continues to be that for us to sell more to Mortell, we must first convince the lab that our products offer advantages.

FOLLOW-UP ACTION REQUIRED:

EJK - Continue to push Mortell labs

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

dal 5/2/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber

REGION: Midwest

DATE OF CALL: 6/14/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Bruce Davis - Purchasing Agent

CALL OBJECTIVE: Routine

RESULTS OF CALL:

Our RG-110 sales here have been slowly declining. Bruce notes that it has to do with the fact that the spray sound deadeners are on the way out. Our RG-110 business will probably go to zero within 4 years.

RG-144 is going well because it is being used in plastisols which is a good area for Mortell.

FOLLOW-UP ACTION REQUIRED:

EJK - Regular calls.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

dal 6/29/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 8/22/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Jim Keslie - Director of Purchasing
Bruce Davis - Purchasing Agent

CALL OBJECTIVE: Meet Jim, the new Purchasing Director

RESULTS OF CALL:

Jim was hired by Mortell from Glidden to replace Ron Mulligan who was transferred to Texas. He's just getting his feet wet and doesn't know much about Mortell yet.

Bruce told me that Calaveras is on strike and they are considering SG-130 in California again. I told him we'd love to sell it to them.

Bruce also said we should see a C/L order in September.

FOLLOW-UP ACTION REQUIRED:

EJK - Regular calls.

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

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Co. Kankakee, IL INDUSTRY CLASSIFICATION Sealants

SALESMAN T. P. Norris REGION Western DATE OF CALL 3/26/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Jim Keslin, Dir. of Purchasing
Bruce Davis, P.A.

CALL OBJECTIVE: Routine — Turn over Call.

RESULTS OF CALL: Jim has an ambitious long range plan to review all raw materials in all formulations to test their cost effectiveness. This could enable us to pick up some new business especially in their Ca. location.
Automotive business is down and will be reflected in lower sales of all RR grades.

FOLLOW-UP ACTION REQUIRED:

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SEALANTS AND COATINGS SINCE 1895

MORTELL COMPANY

JAMES J. KESLIN
DIRECTOR OF PURCHASING

550 N. HOBBIE AVENUE—KANKAKEE, IL 60901—(815) 933-5514

Sealants and Coatings since 1895

MORTELL COMPANY
KANKAKEE, ILLINOIS 60901 815/933-5514

BRUCE E. DAVIS
MATERIAL CONTROL & PURCHASING

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

Mortell Co.

CUSTOMER & LOCATION Kankakee, Ill. INDUSTRY CLASSIFICATION Sealants

SALESMAN T. P. Norris REGION Western DATE OF CALL 5/21/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Jim Keslin

CALL OBJECTIVE: Routine

RESULTS OF CALL: Jim indicated he may have to delay shipment of his May C/L. Business has really slowed down with no apparent end in sight. His location is in the process of putting up a bogus list and the number of people whose names appear on the list is quite large.

FOLLOW-UP ACTION REQUIRED:

METALS DIVISION - CALIDRIA ASBESTOS

CUSTOMER CALL REPORT

815-933-5514

CUSTOMER & LOCATION J.W. Mortell Company Kankakee, IL

INDUSTRY CLASSIFICATION Sealants

SALESMAN T. P. Norris REGION Western DATE OF CALL 3/10/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: James J. Keslin, Dir. Purchasing

Bruce Davis

CALL OBJECTIVE: Routine

RESULTS OF CALL: We continue to attempt to have SG 130 approved for use at their Riverside, Ca. Location. The withdrawel of Calaveris 7R has left a void at that location which we should be able to fill. However, the preliminary approval was at the lab level only and more work may be required at the plant level. Jim promised to check into this matter and resolve one way or the other. At present supplies are being shipped by truck from Kankakee to Riverside, CA.

5/8/81 - SG 130 still being examined by Lab & Jim Keslin to final decision. Last few weeks felt surge in this direction, prompting shipment to Pet Analog & Texas plants.

Memo - 244 - Plastisol potential

FOLLOW-UP ACTION REQUIRED: Continue to work through Bruce Davis.

COPIES TO: JRL:JLM:JEW:KC-FILE:NF-FILE

CUSTOMER CALL REPORT

J.W. Mortell Co.

CUSTOMER & LOCATION Kankakee, IL INDUSTRY CLASSIFICATION Sealants

SALESMAN T. P. Norris REGION Western DATE OF CALL 3/10/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: James J. Keslin, Dr. Porch.

CALL OBJECTIVE: Routine

RESULTS OF CALL: We continue to attempt to have SC 130 approved for use at their Riverside, Ca location. The withdrawal of Calaveras TR has left a void at that location which we should be able to fill. However the preliminary approval was at the lab level only, and more work may be required at the plant level. Jim promises to check into this matter and resolve one way or the other. At present supplies are being shipped by truck from Kankakee to Riverside, Ca.

FOLLOW-UP ACTION REQUIRED:

Continue to work through Bruce Davis.

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: J. W. Mortell Co. Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: T. P. NORRIS REGION: WESTERN DATE OF CALL: 6/10/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Bruce Davis

CALL OBJECTIVE:

Routine

RESULTS OF CALL:

SG-130 sales to Riverside, California have not yet been approved by Plymouth, Michigan ~~Sales~~ LABS. Present method is to ship J.M. 7R via Mortell trucks from Kankakee. These monthly orders are from 10-20 M lbs. Told him he could ship mixed T/L SG-130-RG-110-RG-144 from King City.

Spot orders to Griffin, Georgia, Mansfield, Texas, Perth Amboy, New Jersey, does not represent new orders. These shipments normally are made from Kankakee inventory. In emergency situations, releases are made from Union Carbide warehouse to avoid shutdown. Previous expectations of large RG-244 purchases will not occur, not because of any shortcomings with RG-244, but because quality problem that RG-244 solved on a short term basis, was solved on a permanent basis as the ~~same~~ source of the problem was discovered to be a residual surfactant in their clay. Once the surfactant was eliminated from the Gilsonite formulations, the necessity of RG-244 was removed also.

There have been more frequent T/L releases of RG-110 which indicate an increase in auto production; should this situation continue, they will go back to ordering car loads.

COPIES TO: GML:REB:JEW:KC-FILE:NF-FILE

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, Kankakee, IL 60901, 815/933-5514

INDUSTRY CLASSIFICATION: Adhesives, Coatin & Sealants

SALESMAN: Gordon L. Dickson w/ T. P. Norris

REGION: Eastern

DATE OF CALL: 11/18/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bruce Davis - Material Control & Purchasing
James Keslin - Director of Purchasing (not seen)
Mahendra Shah- Product Development Manager (Plymouth, MI, not seen)

CALL OBJECTIVE:

Assume account responsibility

RESULTS OF CALL:

This location does the bulk of the purchasing for all of their plants except for the one in California. Therefore, all "Calidria" shipments are received here in truckload quantities unless a plant needs product on short notice. Only routine quality control carried out here and all R&D work is done at their central laboratory in Plymouth, MI. Bruce suggested Mahendra Shah as the prime contact in Plymouth as Bruce Radebaugh, their technical director, has recently been given production responsibilities and is seldom available for lab visits.

FOLLOW-UP ACTION REQUIRED:

Contact their Plymouth technical staff the next time in the Detroit area.

COPIES TO: GML:TPN:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

dal 11/23/81

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, 550 N. Hobbie Avenue, Kankakee, IL 60901

INDUSTRY CLASSIFICATION: Sealants, Coatings & Adhesives

SALESMAN: Gordon L. Dickson REGION: Commercial DATE OF CALL: 1/27/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Bruce Davis - Material Control & Purchasing

CALL OBJECTIVE: Increase "Calidria" sales at their Riverside, CA, plant

RESULTS OF CALL:

Mortell's Riverside plant purchased the following amounts of asbestos last year (rounded).

Calidria	RG-110,	-	80M lbs.
"	RG-144,	-	9M lbs.
J-M Grade 7's,		-	200M lbs.

Our discussion centered around replacing the J-M fiber , which delivers at 14.1¢/lb., with SG-130, which should deliver at about 11.5¢/lb. in truckload quantities out of King City. Although this saving is significant, their big savings would be in being able to obtain RG-110 and -144 at the truckload price instead of the LTL price they now pay. We have been pushing to have 130 evaluated for years but it always seems to get put on a back burner for one reason or another. Two of these are that they would like to reduce their asbestos requirements and because about a dozen formulations are involved. However, this time we appeared to get a more responsive reception from Bruce as he feels that their technical people in Plymouth have not recognized the potential savings which could be realized.

OLLOW-UP ACTION REQUIRED:

GLD - Send letter to Bruce (copy to Jim Keslin) reviewing our discussion and including any data we have on SG-130 versus J-M 7's.

OPIES TO: REB:GML:TPN:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, 550 N. Hobbie Avenue, Kankakee, IL 60901

INDUSTRY CLASSIFICATION: Sealants & Coatings

SALESMAN: Gordon L. Dickson REGION: Commercial DATE OF CALL: 6/23/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bruce Davis - Material Control & Purchasing
Ken Zahrobsky - Laboratory Manager

CALL OBJECTIVE: Discuss status of SG-130 evaluation

RESULTS OF CALL:

Still no work on the bag sample of SG-130 sent to them on 5/6/82. However, according to both men, it will be tested as soon as time allows. First meeting with Ken and it appears that he is extremely busy and probably understaffed to do what is expected of him. Bruce feels that if the SG-130 can replace the Canadian asbestos at their Riverside, CA, plant it will represent an annual saving of $15M. Not a lot of money but he feels that it is worth the effort.

FOLLOW-UP ACTION REQUIRED:

GLD - Maintain normal contact.

COPIES TO: REB:GML:TPN:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

dac 6/29/82

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, 550 N. Hobbie Avenue, Kankakee, IL 60901

INDUSTRY CLASSIFICATION: Caulks, Sealants & Adhesives

SALESMAN: Gordon L. Dickson with R. E. Byrne, Jr. REGION: Commercial DATE OF CALL: 10/7/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bruce Davis - Material Control & Purchasing
Ken Zahrobsky- Laboratory Manager

CALL OBJECTIVE:

Account maintenance

RESULTS OF CALL:

	Budget	Tons To Date	% Budget	Budget	$M To Date	% Budget
RG-110	94	74	79	27	23	85
RG-144	30	8	27	22	7	33
RG-244	0	0.4	--	0	2	--
TOTAL	124	83	67	49	32	65

No new developments here since our last visit. Their business continues fair but our RG-110 shipments to them have picked up after a disasterous first half. Still buying in truckload quantities but Bruce is considering going back to railcars. Being used only in asphaltic undercoatings.

Still no work on the SG-130 bag sample sent to them earlier this year. Both Ken and Bruce say it is in the works but, as most of us know, it takes a long time to get products evaluated here.

FOLLOW-UP ACTION REQUIRED:

Check with Bruce on exactly what GM grades are being used and what products they are going into. Mike Pawlack told JCW that they are only using one grade and is going into an aluminized roof coating.

COPIES TO: REB:GML:TPN:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

dac 10/14/82

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Co.
550 N. Hobie Ave., Kankakee, IL

INDUSTRY CLASSIFICATION: Sealants & Coatingss

SALESMAN: T. P. Norris REGION: Commercial DATE OF CALL: 02/14/83

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

PERSONS INTERVIEWED: Bruce Davis, Material Control & Purchasing

CALL OBJECTIVE: Turnover call.

RESULTS OF CALL:

1982 was an excellent year for Mortell and 1983 is looking good also. This is because their sales to automotive customers have moved from high-volume low profit sales to more selective products with high gross margins. Still no progress on evaluation of SG-130. Cab-O-Sil is now priced at $2.13#T/L 15,000# month current consumption.

	TONS		$ M	
	1983 Sales	1983 Budget	1983 Sales	1983 Budget
RG-110	22	100	7	28
RG-144	2	14	2	10

FOLLOW-UP ACTION REQUIRED: Maintain quarterly contact.

COPIES TO: REB, GML, JEW, KC-FILE, NF-FILE

-0137B-

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Co.
550 N. Hobbie Avenue
Kankakei, IL

INDUSTRY CLASSIFICATION: Sealants & Coatings

SALESMAN: T. P. NORRIS REGION: Commercial DATE OF CALL: 5/10/83

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

PERSONS INTERVIEWED: Bruce Davis, Material Control & Purchasing

CALL OBJECTIVE:

Routine quarterly call.

RESULTS OF CALL:

Evaluation of SG-130 to replace 7R in use at their Riverside, California plant was not successful. A copy of the Mortell Co. inter-office correspondence is attached for reference. Bruce commented that it is his opinion that Mortell Co. will eventually be asbestos-free. Cotton fiber has recently been approved in a former asbestos formulation, and evaluation of Hercules "Pulpex" a P.E. fiber, is continuing. On a positive note, HPO has recently been approved by Honda Motor Corp. for use in their ~~Tennessee~~ Ohio plant. Mortell has a licensee located in Mexico City. They will be contacted to determine interest in our "CALIDRIA" grades.

	TONS		$ M	
	1983 Sales	1983 Budget	1983 Sales	1983 Budget
RG-110	44	100	14	28
RG-144	8	14	7	10

FOLLOW-UP ACTION REQUIRED:

Maintain quarterly contact.

COPIES TO: GLD, GML, JEW, KC-FILE, NF-FILE:WCT:JTK

MORTELL COMPANY

INTER-OFFICE CORRESPONDENCE

DATE 1/4/83
TO Jim Keslin
FROM Jim Harris
SUBJECT: Purchased Material Evaluation Request:
Union Carbide Asbestos SG130 Replacement for F-38 at Riverside

SG130 cannot successfully be used as a substitute for F-38.

Evaluation was made in MBC's S5038 and F5020, Pinch and Slug Grade Caulks. Due to the higher oil absorption of SG130, only 20% of the required amount was used to achieve the desired penetration. F-37 was increased for the 80% balance.

The reduced volume of absorbant fiber plus additional filler which contribute little toward internal cohesiveness produced caulks with excess tack which readily transfer to the fingers.

JH: ;h
cc
JHL
KZ
BD
JH

J H

FORM NO. 183

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company, 550 N. Hobbie Avenue, Kankakee, IL 60901

INDUSTRY CLASSIFICATION: Caulks, Sealants & Adhesives

SALESMAN: Gordon L. Dickson with R. E. Byrne, Jr.

REGION: Commercial

DATE OF CALL: 10/7/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bruce Davis - Material Control & Purchasing
Ken Zahrobsky - Laboratory Manager

CALL OBJECTIVE:

Account maintenance

RESULTS OF CALL:

	Tons Budget	Tons To Date	Tons % Budget	$M Budget	$M To Date	$M % Budget
RG-110	94	74	79	27	23	85
RG-144	30	8	27	22	7	33
RG-244	0	0.4	--	0	2	--
TOTAL	124	83	67	49	32	65

No new developments here since our last visit. Their business continues fair but our RG-110 shipments to them have picked up after a disasterous first half. Still buying in truckload quantities but Bruce is considering going back to railcars. Being used only in asphaltic undercoatings.

Still no work on the SG-130 bag sample sent to them earlier this year. Both Ken and Bruce say it is in the works but, as most of us know, it takes a long time to get products evaluated here.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: REB:GML:TPN:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

dac 10/14/82

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

:USTOMER & LOCATION: MORTELL COMPANY
550 N. HOBBIE AVENUE
KANKAKEE, ILLINOIS 60901

INDUSTRY CLASSIFICATION: SEALANTS & COATINGS

ALESMAN: T. P. NORRIS REGION: DATE OF CALL: 12/14/83

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

ERSONS INTERVIEWED: Bruce Davis, Purchasing

ALL OBJECTIVE:

:count maintenance

:SULTS OF CALL:

esented new 1984 price list for RG-110, RG-144 and RG-244.

rtell sales continue strong with 1983 considered a very good year. Automotive and nstruction activity continues to improve and they may be returning to purchasing in C/L antities rather then T/L. If so, this would be the first C/L business at this account nce 1980.

	YTD		BUDGET		DEC EXPECTED SHIPMENTS	
	T	M$	T	M$	T	M$
-110	92	29	100	28	25	8
-144	15	13	14	10	2	2
-244		2				

LLOW-UP ACTION REQUIRED:

ntinue quarterly calls.

PIES TO: GLD, GML, JEW, KC-FILE, PITTS-FILE, JTK

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: MORTELL CO.
550 N. HOBBIE AVENUE
KANKAKEE, IL 60901

INDUSTRY CLASSIFICATION: SEALANTS

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 04-26-84

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

PERSONS INTERVIEWED: Bruce Davis, Purchasing

CALL OBJECTIVE: Account maintenance.

RESULTS OF CALL:

Mortell sales are considered to be strong and another record year is expected. Based on 1st Quarter results, 1984 should exceed 1983 which was the second best sales year in their History. RG-110 sales continue on target.

	TONS		$M	
	1984 SALES	1984 BUDGET	1984 SALES	1984 BUDGET
RG-110	39	110	18	35
RG-144	6	21	6	18

FOLLOW-UP ACTION REQUIRED: Continue quarterly calls.

/

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: MORTELL CO.
550 N. HOBBIE AVE.
KANKAKEE, IL

INDUSTRY CLASSIFICATION: SEALANTS & COATINGS

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 09/05/84

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS ☐ Health & OSHA Information Blue Book

☐ Dust Count Report ☐ Other, specify below

PERSONS INTERVIEWED: Bruce Davis, Purchasing
Ken Zahrobsky, Sr., Lab Manager

PER MIKE = GEMS 9/24
— URETHANE ADHESIVE

CALL OBJECTIVE: Maintenance call.

RESULTS OF CALL:

Bruce advised that HPO is now in use at the Honda Motor Corp., Ohio, plant. A. T. Callas is providing the HPO from his Detroit, Michigan warehouse. Size of the business ~~with~~ is unknown. JEW, can you check with A. T. Callas and advise the application and potential?

Mortell's business remains very good, and barring an automotive strike, is expected to remain strong through the end of the year.

Ken Zahrobsky advised that Bruce Radebaugh has left Mortell Co., and is now living in Houston, Texas, and has formed a new company called Champion Pt. JEW, could be a prospect for D&F!

Ken also advised that they were doing some Market Research on POLYSULFIED Sealants. I commented on our success with RG-244 in that application, and they should consider its use once Market Research concludes its work, and they elect to attempt entry into that market area.

This location is responsible for R&D efforts on all applications other than Automotive.

	TONS		$M	
	1984 SALES	1984 BUDGET	1984 SALES	1984 BUDGET
RG-110	110	110	36	40
RG-144	8	21	7	20
RG-244	1	--	5	--

FOLLOW-UP ACTION REQUIRED:

110-
144-
244-

COPIES TO: GLD, GML, JEW, KC-FILE, PITTS-FILE, JTK

-0316B-

CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Co. Kankakee, IL — Sealants & Coatings

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 02/14/85

PERSONS INTERVIEWED: Bruce Davis, Purchasing
Ken Zahrobsky, Lab Manager

CALL OBJECTIVE: Maintenance call.

RESULTS OF CALL:

The Honda Motor Corp. purchases of HPO formulated into a Urethane Adhesive will switch producing locations from Mortell's Warren, Michigan plant to Kankakee, Illinois. Reason for the change is that the business is getting too big for the Warren plant. The switch in locations will decrease HPO sales to A. T. Callas, and increase direct sales to Kankakee.

RG-244 sales will increase, currently not budgeted, because auto companies are falling back on some old formulations that had used RG-244 years ago.

Ken advised they are still working on a Polysulfide Sealant project. Told him about our success using RG-244 in this application. Should this project successfully pass out of their Market Research Department we could be evaluated as one of the raw materials for this potential new product.

SALES THROUGH FEBRUARY 28, 1985

	TONS		$ M	
	'85 Sales	'85 Annualized Budget	'85 Sales	'85 Annualized Budget
RG-110	22	22	8.5	8.2
RG-144	2.1	2.5	2.1	2.3
RG-244	.8	---	3.4	---
HPO	.8	---	.3	---

FOLLOW-UP ACTION REQUIRED: Maintain quarterly contact.

COPIES TO: GLD, GML, JEW, KC-FILE, PITT-FILE, JTK

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CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Co. Kankakee, IL — Sealants & Coatings

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 05/22/85

PERSONS INTERVIEWED: Bruce Davis, Material Control & Purchasing
Jim Keslin, Director of Purchasing
Ken Zahrobsky, Lab Manager

CALL OBJECTIVE: Maintenance call.

RESULTS OF CALL:

Our sales to Mortell are very good and at present rate of shipments we should exceed budget by year-end. Bruce is pleased with our service from King City and doubts the necessity of switching from T/L shipments to C/L.

Ken advises that lab efforts continue to market a POLYSULFIDE Sealant and that RG-244 will be evaluated. I commented on our success with PRC, a POLYSULFIDE producer on the West Coast, and that the potential market was tailor-made for RG-244.

	TONS		$ M	
	1985 Sales	1985 Budget	1985 Sales	1985 Budget
RG-110	61	130	61	49
RG-144	4	15	4	14
RG-244	1	—	5	—

FOLLOW-UP ACTION REQUIRED: Continue quarterly calls.

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SEALANTS AND COATINGS SINCE 1895

MORTEL'. COMPANY

JAMES J. KESLIN
DIRECTOR OF PURCHASING

550 N. HOBBIE AVENUE—KANKAKEE, IL 60901—(815) 933-5514

Sealants and Coatings since 1895

MORTELL COMPANY
KANKAKEE, ILLINOIS 60901 815/933-5514

BRUCE E. DAVIS
MATERIAL CONTROL & PURCHASING

SEALANTS AND COATINGS SINCE 1895

MORTELL COMPANY
KANKAKEE, ILLINOIS 60901 815 933-5514

MAHENDRA SHAH
PRODUCT DEVELOPMENT MANAGER

P.O. Box 200, 401 Industrial Drive, Plymouth, MI 48170
Phone: (313) 453-3200

SEALANTS AND COATINGS SINCE 1895

MORTELL COMPANY
KANKAKEE, ILLINOIS 60901 815 933 5514

KENNETH R. ZAHROBSKY, SR.
KANKAKEE LABORATORY MANAGER

UNION CARBIDE

Calidria ASBESTOS

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

February 3, 1982

Mr. Bruce Davis
Material Control & Purchasing
Mortell Company
550 N. Hobbie Avenue
Kankakee, IL 60901

Dear Bruce:

As you requested during our visit last week, I am attaching comparative data on our "Calidria" asbestos Standard Grade 130 (SG-130) and a typical Canadian grade 7. We do not have a great deal of information on the various Canadian grades and probably the only important differences in the properties listed of interest to you are the higher oil absorption and surface area of the "Calidria" versus the Canadian products. The SG-130 should have a considerable higher fiber content but, as we discussed, does not contain any "long" fiber. I believe you told me that the latter is not a requirement in the formulations utilizing Canadian asbestos.

We realize that some laboratory work would be required in order for your plants to switch over to SG-130 as in some of your products it may not be a simple one to one substitution. Hopefully, in many cases you could use less fiber and, therefore, more of a cheaper filler. If so, this would represent a cost savings of some degree. However, the bigger savings, especially at your Riverside plant, would be in allowing you to buy in mixed truckload quantities and thereby obtain the truckload price for all of our products purchased. I have requested from our traffic department the trucking charges from King City to Riverside but have not received an answer as yet. However, again I would expect a saving on the SG-130 as the King City price is only 10.3¢/lb. versus a delivered price of about 14.1¢/lb. for Canadian fiber. As soon as I get an answer on the expected trucking charges, I will let you know.

My thanks again for your time during my visit last week.

Very truly yours,

Gordon L. Dickson

Gordon L. Dickson
Manager, Commercial Sales

GLD:dal

CC: James Keslin - Director of Purchasing

TYPICAL PROPERTIES -

"Calidria" Asbestos SG-130 versus Canadian Grade 7's

	SG-130	Canadian
Magnetite, %	2.0	2.5 - 8.0
Reflectance, %	68	58 - 68
Oil Absorption (ml. DOP/10 grams)	8 - 9	4 - 6
BET Surface Area (M^2/gm.)	56 - 58	10 - 30
Dry Bulk (lbs./cu. ft.)	7	10 - 16

2/4/82

BRUCE DAVIS
815/933-5514

TRUCK RATES – KING CITY to RIVERSIDE, CA

DART TRANSPORTATION (VIA CORPORATE DISTRIBUTION)

#507/40M lbs

"Typical" TRUCKLOAD: 10 56-130 @ 2,000 lbs = 20,000 lbs
7 110 & 144 @ 1,400 lbs = 9,800 "
TOTAL = 29,800 "

#507/29,800 = 1.70 ¢/lb.

DISALVO (COMMON CARRIER)

#791 PER TRUCKLOAD = 2.65 ¢/lb.

4/23/82
TELECON WITH BRUCE

~~PRIME~~
~~HINGSTON SAW TANKSLEY~~ –

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UNION CARBIDE

Calidria ASBESTOS

UNION CARBIDE CORPORATION
MINING AND METALS DIVISION
P. O. BOX 'K', KING CITY, CALIF. 93930

SAMPLE ORDER

CUSTOMER'S NAME & SHIP TO ADDRESS:

Mortell Company
550 N. Hobbie Avenue
Kankakee, ILL 60901
Attn: Bruce Davis

SHIPPER'S ORDER NUMBER 043091-S

SALESMAN GLD/JEW

COPY TO DAL

DATE ENTERED:	DATE REQUESTED:	DATE SHIPPED:
4-30-82	5-6-82	5-6-82

SHIP FROM:	VIA:
King City, CA	To be shipped with their T/L order via ITOFCA on 5-6-82.

THE FOLLOWING MATERIAL IS BEING SUPPLIED TO YOU WITHOUT CHARGE | PREPAID UNLESS OTHERWISE SPECIFIED

ITEM NO	PRODUCT	NET WT.	GROSS WT.
	SG-130 (1 bag)	40 lbs.	

ECIAL INSTRUCTIONS:

CEIVED FROM:

ACCEPTED BY:

-20



Calidria® ASBESTOS

UNION CARBIDE METALS

Prices & Packaging

EFFECTIVE DATE: JANUARY 2, 1984
Replaces: January 3, 1983

RG-110

. . . a low-cost, efficient filler and viscosity control agent for use in asphaltic, polyester premix, and similar compounds. Enhances dispersion of aluminum and other pigments.

NET PRICES

CENTS PER LB. — F.O.B. SHIPPING POINT — SOLD ONLY IN FULL-PALLET MULTIPLES

SHIPPING POINT	CARLOAD, 72,800 LB.	23,800 LB. OR MORE	1,400 LB. TO 22,400 LB.
	52 PALLETS	17 OR MORE PALLETS	1 TO 16 PALLETS
King City, Calif. *(plant)*	16.0	18.0	22.0

PACKAGING INFORMATION

PACKAGE	PALLET	CARLOAD		TRUCKLOAD	
WEIGHT	WEIGHT	WEIGHT	PALLETS	WEIGHT	PALLETS
35 lb.	1,400 lb.	72,800 lb.	52	23,800 lb.	17

• Packages are shrink-wrapped at no extra charge.

TO ORDER ... OR ASK A TECHNICAL QUESTION . . . call or write your nearest "Calidria" asbestos office below:

Robinson Plaza II, Route 60; Pittsburgh, PA 15205 . . . . . Tel.: 412-787-5830
17 Executive Park Drive, Atlanta, GA 30329 . . . . . Tel.: 404-320-3595
Plant: P.O. Box K, King City, CA 93930 . . . . . Tel.: 408-385-5961

"CALIDRIA" ASBESTOS PRODUCTS ARE ALSO AVAILABLE FROM THE FOLLOWING DISTRIBUTORS:

A.T. Callas Co., Suite 205, 1740 West Big Beaver Rd., Troy, MI 48084 . . . . . Tel.: 313-643-9280
American Industrial Chemicals Corp., 1819 South Cobb Industrial Blvd., Smyrna, GA 30083 . . . . . Tel.: 404-434-8300
D & F Distributing, Inc., 10120 Northwest Freeway, Suite 212, Houston, TX 77092 . . . . . Tel.: 713-681-4891
Harrisons & Crosfield (Canada), 4 Bannigan Drive, Toronto, Ontario, Canada M4H 1E9 . . . . . Tel.: 416-425-6500
Harrisons & Crosfield (Pacific), 17821 East 17th St., Tustin, CA 92680 . . . . . Tel.: 714-544-8200
Lenape Chemicals, Inc., P.O. Box 270, 210 East High St., Bound Brook, NJ 08805 . . . . . Tel.: 201-469-7310
Technical Products, Inc., 3500 Ridge Road, Cleveland, OH 44102 . . . . . Tel.: 216-961-3340

TRUCKLOAD PRICING: Pricing is based on minimum quantities shown above. However, to facilitate compliance with DOT regulations, Union Carbide reserves the right to load trucks to full volume or weight capacity and to adjust customer orders accordingly.

COMBINED SHIPMENTS: Shipments of one or more pallets of any "Calidria" asbestos product may be combined with one or more pallets of any other "Calidria" product for total quantity price, based on the total number of pallets ordered.

IMPORTANT: All products are sold on the basis of price in effect at time of shipment. Terms are net cash 30 days from invoice date. Prices apply within continental U.S.A. Union Carbide reserves the right to adjust customer's orders to comply with the ordering quantities shown above.

UNION CARBIDE CORPORATION • METALS DIVISION • Old Ridgebury Road, Danbury, CT 06817

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Product = Line

Coatings & Sealants

Auto

Railroad

Mobile Homes *

Truck - Bus

Appliance

Bituminous paint & Control Strip.

RH 110 - F 82

RH 144 - F 11

RH 244 - F 13

Calidria ASBESTOS

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

December 10, 1982

Mr. Bruce Davis
J. W. Mortell Company
550 N. Hobbie Avenue
Kankakee, IL 60901

Dear Mr. Davis :

Enclosed is a new price schedule, effective January 3, 1983, for each "Calidria" asbestos product which you now purchase. We regret the necessity of increasing prices on certain grades, as modest as they may be, and hope, through continuing improvements in our production techniques, to hold our costs and prices to a minimum.

Thank you for your patronage and loyalty during 1982. Please let me know if we can better assist you in any way.

Best wishes for the holiday season and for 1983.

Very truly yours,

Gordon L. Dickson
Manager, Commercial Sales

GLD:dac
Enclosures

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asbestosclaims.law/library/15589/48



TO: INDIANA
HARVEY:
KANKAKEE
JOLIET
AURORA

When leaving the Hertz Service Center make a left at the Security Guard. Then proceed to follow the signs marked "TO CHICAGO". By following these signs you will make 3 right hand turns. After the third turn you will be traveling south on Mannheim Road (Rte. 12/45).

Half a mile down, on your right, will be the entrance to 190 East. Merge onto 190 East, the first exit after you merge will be 294 South to Indiana.

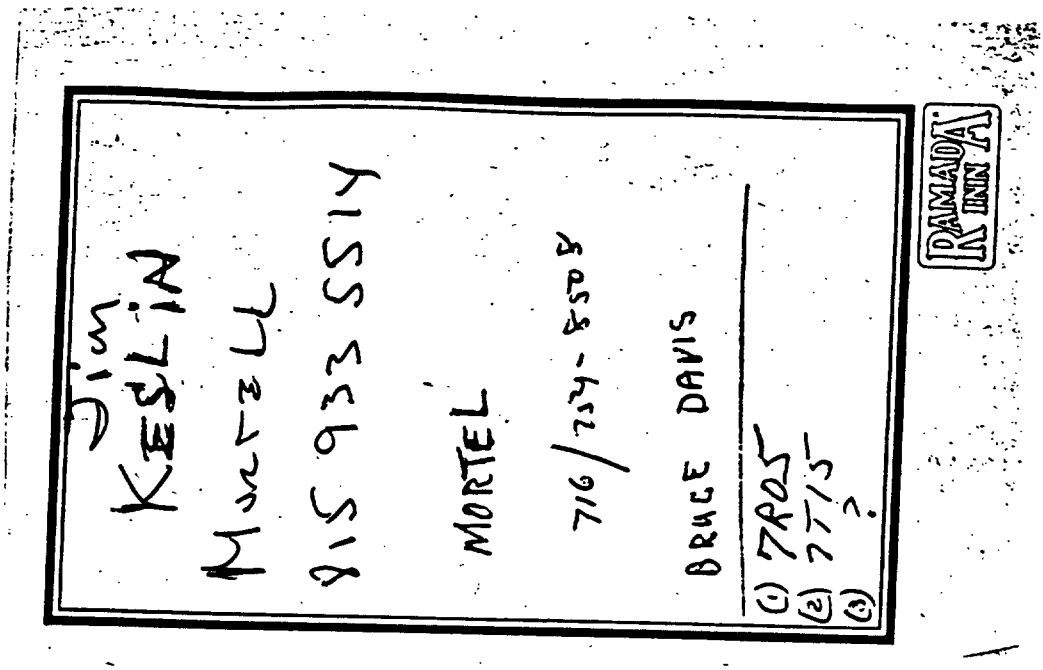
INDIANA — Follow Rte 80/94 East
HARVEY — Follow 80 East to Halsted St. (Rte #1) Exit
KANKAKEE — Follow 80 West to 57 South
JOLIET — Exit 55 South
AURORA — Exit E-W Tollway (Rte 5) West

THANK YOU FOR RENTING FROM HERTZ AT O'HARE

#1 EXPRESS. THE WORLD'S FASTEST WAY TO RENT A CAR.

WHERE WINNERS RENT.™
HERTZ FEATURES THE EXCITING NEW FORD ESCORT





From The Desk Of

TOM NORRIS

5/17/83

HPO — NISSAN TRUCK VPLANT TENNESSE.

EPOXY URETHANE BASE ADHESIVE.

TO DATE. LESS THAN 1 Pallet HPO.

UNION CARBIDE "CALIDRIA" ASBESTOS

From The Desk Of
JOHN MYERS

& EJK

Ed - I went ahead and finished this to get it out of the way. Would appreciate any comments you have. You can hold it till its true.

JFM

11/9/79

UNION CARBIDE "CALIDRIA" ASBESTOS

Mr AED ambrael

Dear Al:

We understand that ~~final negotiations are in progress for~~ Teroson has taken over the J.W. Mortell Company of Kankakee, Illinois.

no PP Mortell is a ~~good~~ customer of ours but they still use a lot of Cabosil M-5 or Aerosil-200 in vinyl plastisol and other sealants and coatings.

We further understand that Teroson uses Sylodex 14 and/or 24 for sealants supplied to Volkswagen, and probably other auto manufacturers. ~~on their supplies~~ We would appreciate any help you can provide, ~~through Teroson, to pass on to Mortell~~ to ensure that Teroson "encourages" Mortell to adopt any formulations containing Sylodex 14 (RG-144) or Sylodex 24 (RG-244). This would apply ~~especially~~ to all sealants and coatings, but especially those developed for the U.S. Volkswagen plant.

VTY

JSM

SALES RECORD

(See Warren)

STOMER Mortell Co. PLANT Kankakee, IL

PRODUCT (NT)	EST. AVRG. PER MONTH COMP.	MMD	J	F	M	A	M	J	J	A	S	O	N	D	TOTAL	REMARKS
RC-110																
1970															18.9	$1.2
1971															157.5	$9.1
1972															224.0	$13.2
1973															496.6	$29.2
1974				20	27		62			31	31		28		201	$26.0
1975				24	31	30		57	73		45	88	34		381	$58.0
1976			32.2	32.9	32.9		26.6	29.4		29.4	25.9	24.5		25.9	260	$42.0
1977			32.9		25.9	36.4	1.4	29.4	33.6	29.4						
DOLLAR VALUE OF POTENTIAL																

SALES RECORD

(WARREN)

STOMER MORTELL CO. PLANT KANKAKEE, IL

PRODUCT (NT)	EST. AVRG. PER MONTH COMP.	MMD	J	F	M	A	M	J	J	A	S	O	N	D	TOTAL	REMARKS
RG-144																
1970															121.1	$13.1
1971															19.6	$2.4
1972															100.8	$12.1
1973															57.4	$6.9
1974				7									3.5		11.0	$3.0
1975			3.5	3.5		3.5		9.1	4.2		3.5	23			50.0	$6.0
1976			2.8	3.5	3.5		7.7	7.0		7.0	10.5	9.1		10.5	61.6	$23.0
1977			3.5		10.5			7.0		7.0						
DOLLAR VALUE OF POTENTIAL																

Union Carbide trial exhibit UC-338: Union Carbide/Calidria Customer Call Reports and Correspondence on Mortell...
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SALES RECORD

(See WARren)

STOMER MORTELL CO. PLANT KANKAKEE, IL

PRODUCT (INT)	EST. AVRG. PER MONTH COMP.	MMD	J	F	M	A	M	J	J	A	S	O	N	D	TOTAL	REMARKS
RG-244																
1971															1.1	$0.7
1972															2.1	$1.3
1973															2.1	$1.2
1974				1											1.0	$1.0
1975				.4		0.7		1.7				0.88			4.0	$5.0
DOLLAR VALUE OF POTENTIAL																

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4/8/83

Re Mike Gould-

Mortell- New

Use small amounts HPO

in EPOXY-URETHANE APPL.

Ford- Could be good call

Allied Material — Mike to call me/@ 4/11

Published by AsbestosClaims.Law
asbestosclaims.law/library/15589/56

Mortell 2 bags
50# HPO Sample

F-151

P.O. 19825

Mortell Co.
401 Industrial Dr.
Plymouth, MI 48170

ATT: M. SHAH

for. Honda

Vera
815/933-5514

Monday
Bruce Davis

UNION CARBIDE

INTERNAL CORRESPONDENCE

UNION CARBIDE CORPORATION

100 OCEANGATE, LONG BEACH, CALIFORNIA 90802

To (Name) J. L. Myers
Division Metals Division
Location King City, CA

Date September 29, 1983

Originating Dept. Commercial Sales
Long Beach, CA

Answering letter date

Copy to G. L. Dickson - PITTS.

Subject MORTELL COMPANY
KANKAKEE, ILLINOIS
"ROCKS"

Attached is an envelope from Mortell Company which contains "Rocks & Contamination" found on bags of RG-110, Mortell Company Code F-82. As the note indicates, this material was found on bags inside the shrink-wrap. Although no complaint has been issued, this could cause us a problem unless steps are taken to correct this situation. Would you please bring this to the attention of the production staff.

Very truly yours,

T. P. N.

T. P. NORRIS

TPN/rt

-0521z-

Comments?

10/5/83

RECEIVED
OCT 5 1983
UNION CARBIDE
KING CITY, CA

(over)

UNION CARBIDE CORPORATION
100 OCEANGATE, P. O. BOX 340
LONG BEACH, CALIFORNIA 90801

December 6, 1983

Mr. Bruce Davis, Purchasing
J. W. Mortell Company
550 N. Hobbie Avenue
Kankakee, IL 60901

Dear Mr. Davis:

Enclosed is a new price schedule effective January 3, 1984, for each CALIDRIA asbestos product which you now purchase. We regret the necessity of increasing prices on certain grades, as modest as they may be and hope, through continuing improvements in our production techniques, to hold our cost and prices to a minimum.

Thank you for your patronage and loyalty during 1983. Please let me know if we can better assist you in any way.

Best wishes for the holiday season and for 1984.

Very truly yours,

UNION CARBIDE CORPORATION
Metals Division

T. P. Norris

T. P. NORRIS
Manager, Commercial Sales

TPN/rt

Enclos.

From The Desk Of

TOM NORRIS

CORRECTION

The attached call report dated April 26, 1984 for Mortell Co. Kankakee, Ill. was the result of a telephone conversation and not a personal call. Bruce Davis was not available on that day. Please excuse the error

J.P. Kamis

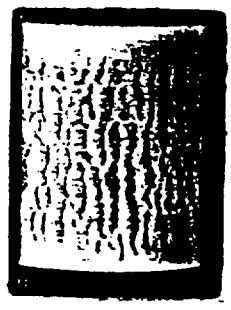
May 23, 1984

C.C. GLD, GML, JEW, KC-File, Pitt. File

JTK

UNION CARBIDE "CALIDRIA" ASBESTOS





RECEIVED

MAY 29 1984

U.C.C. METALS DIVISION

PITTSBURGH, PA

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: MORTELL CO.
550 N. HOBBIE AVENUE
KANKAKEE, IL 60901

INDUSTRY CLASSIFICATION: SEALANTS

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 04-26-84
TELECON

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

PERSONS INTERVIEWED: Bruce Davis, Purchasing

CALL OBJECTIVE: Account maintenance.

RESULTS OF CALL:

Mortell sales are considered to be strong and another record year is expected. Based on 1st Quarter results, 1984 should exceed 1983 which was the second best sales year in their history. RG-110 sales continue on target.

	TONS		$M	
	1984 SALES	1984 BUDGET	1984 SALES	1984 BUDGET
RG-110	39	110	18	35
RG-144	6	21	6	18

FOLLOW-UP ACTION REQUIRED: Continue quarterly calls.

✓

COPIES TO: GLD, GML, JEW, KC-FILE, PITTS-FILE, JTK

0257B-

RECEIVED
MAY 29 1984
U.C.C. METALS DIVISION
PITTSBURGH, PA.

MORTELL COMPANY
Kankakee, Illinois 60901 AC 815/933-5514

RECEIVED
JUN 04 1984
PRODUCT DEVELOPMENT

May 31, 1984

Gentlemen:

Recent enaction of the "Employee Right to Know Act" requires that health and safety information be available to all employees. Among the information required is the availability of a Material Safety Data Sheet, protective equipment required, and the actual chemical name of the material shown on the drum, bag, or other package in which the material is received. As you can appreciate, a company of our size procures a wide variety of chemical raw materials, making this a very difficult task to implement. Although this law is present in several states, including Illinois, it is being promulgated as a Federal law which will then require national compliance.

The National Paint and Coatings Association (NPCA) has developed an excellent program to be used for identification of hazardous ingredients in raw materials. Our opinion of this program is that it is even better than indicating the actual materials shown in the container, since the average plant employee may not understand the chemical sophistication of the raw materials with which he is working. A simple coding of hazardous classification, flammability, reactivity or personal protection required, would be far more instructional to the employee.

Attached is a listing of all products purchased from your company. Please review against your records and assure that no products are missing. We have included an outline describing the Health, Flammability, and Reactivity Hazard ratings to be applied to your raw materials. Also included is a card which shows the letter classification regarding the recommended Personal Protection Index. Please use the enclosed format to answer the required information, including C.A.S. number. Send the completed information to:

ATTENTION: MICHAEL McGAWLEY - SAFETY MANAGER
MORTELL COMPANY
550 NORTH HOBBIE AVENUE
KANKAKEE, IL 60901

We realize the above will require some assistance from you in order to implement a program which complies with the "Right to Know" law. We would appreciate receiving this information no later than June 30, 1984. Also advise your ability to label each container with a label similar to the enclosed 3" x 4" sample, with appropriate classifications.

Very truly yours,

Arthur H. Rogove
Corporate Director of Technical Services

AHR/tc
Enclosures

Sealants and Coatings since 1895

TABLE I

Summary of HMIS Ratings

I. HEALTH HAZARD RATING

0 MINIMAL HAZARD	No significant risk to health
1 SLIGHT HAZARD	Irritation or minor reversible injury possible
2 MODERATE HAZARD	Temporary or minor injury may occur
3 SERIOUS HAZARD	Major injury likely unless prompt action is taken and medical treatment is given
4 SEVERE HAZARD	Life-threatening, major or permanent damage may result from single or repeated exposures

Note: Use of an asterisk (*) or other designation indicates that there may be chronic health effects present. See safety file on the product.

II. FLAMMABILITY HAZARD RATING

0 MINIMAL HAZARD	Materials that are normally stable and will not burn unless heated
1 SLIGHT HAZARD	Materials that must be preheated before ignition will occur. Flammable liquids in this category will have flash points (the lowest temperature at which ignition will occur) at or above 200°F (NFPA Class IIIB)
2 MODERATE HAZARD	Material that must be moderately heated before ignition will occur, including flammable liquids with flash points at or above 100 F and below 200°F (NFPA Class II & Class IIIA)
3 SERIOUS HAZARD	Materials capable of ignition under almost all normal temperature conditions, including flammable liquids with flash points below 73 F and boiling points above 100 F as well as liquids with flash points between 73 F and 100°F (NFPA Class 1B and 1C)
4 SEVERE HAZARD	Very flammable gases or very volatile flammable liquids with flash points below 73 F and boiling points below 100 F (NFPA Class 1A)

III. REACTIVITY HAZARD RATING

0 MINIMAL HAZARD	Materials that are normally stable, even under fire conditions, and will not react with water
1 SLIGHT HAZARD	Materials that are normally stable but can become unstable at high temperatures and pressures. These materials may react with water but they will not release energy violently
2 MODERATE HAZARD	Materials that, in themselves, are normally stable and will readily undergo violent chemical change but will not detonate. These materials may also react violently with water
3 SERIOUS HAZARD	Materials that are capable of detonation or explosive reaction but require a strong initiating source or must be heated under confinement before initiation; or materials that react explosively with water
4 SEVERE HAZARD	Materials that are readily capable of detonation or explosive decomposition at normal temperatures and pressures

IV. CHRONIC EFFECTS INFORMATION

Chronic health effects are not rated because of the complex issues involved and the lack of standardized classifications and tests. However, based on information provided by the supplier, the presence of chronic effects may be indicated by (1) use of an asterisk (*) or other designation after the health hazard rating corresponding to other information that may be available; or (2) use of written warnings in the upper white section of the NPCA HMIS label.

V. PERSONAL PROTECTIVE EQUIPMENT

Information provided by the supplier will be used by the paint manufacturers to determine the proper personal protective equipment.

VENDOR: UNION CARBIDE CORP
RAW MATERIAL ANALYSIS

DESCRIPTION	MORTELL RM CODE	C.A.S.#	HEALTH RATING	FLAMMABILITY RATING	REACTIVITY RATING	RECOMMENDED PERSONAL PROTECTION
SILANE A-1120	C-249					
SILANE A-187	C-266					
ETHYLENE GLYCOL	C-062					
RG-144	F-011					
RG-244	F-013					
ASBESTOS RG-110	F-082					
NIAX POLYOL PPG 2025	C-145					
FLEXOL EPO	C-151					
N-METHYL MORPHOLINE	C-223					
E1A505	R-136					
ERL 4221 RESIN	R-175					
UCAR LATEX #380	R-181					
VMCH RESIN	R-338					
ISOPROPYL ALCOHOL ANHYDROUS	S-052					
PROPASOL B	S-059					

PREPARED AND SUBMITTED BY _____

TITLE _____

DATE _____

Union Carbide trial exhibit UC-338: Union Carbide/Calidria Customer Call Reports and Correspondence on Mortell...
ACL Doc 15589 · Page 64 of 72
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asbestosclaims.law/library/15589/64

Calidria
CORPORATION
POST OFFICE BOX K • KING CITY, CALIFORNIA 93930 • ☎ (408) 385-5961

April 1, 1985

Mr. Terry L. Combs, Quality Control Mgr.
Mortell Company
P. O. Box 71
Kankakee, IL 60901

Dear Mr. Combs:

This is to certify that the following material shipped to you conformed to the typical physical properties for this product at the time of manufacture:

PRODUCT: "Calidria" Asbestos RG-110
QUANTITY: 25,200 lbs.
PURCHASE ORDER NO: 28746
LOT NOS: 238, 15

Very truly yours,

CALIDRIA CORPORATION

Linda Jo Grogan

Linda Jo Grogan
Customer Service Representative

/ljg

cc: T. P. Norris, Calidria Corp., Long Beach, CA ✓

Calidria
CORPORATION
POST OFFICE BOX K • KING CITY, CALIFORNIA 93930 • ☎ (408) 385-5961

April 1, 1985

Mr. Terry L. Combs, Quality Control Mgr.
Mortell Company
P. O. Box 71
Kankakee, IL 60901

Dear Mr. Combs:

This is to certify that the following material shipped to you conformed to the typical physical properties for this product at the time of manufacture:

PRODUCT: "Calidria" Asbestos RG-244
QUANTITY: 800 lbs.
PURCHASE ORDER NO: 28746
PALLET NOS: 2934-4, 2937-4

Very truly yours,

CALIDRIA CORPORATION

Linda Jo Grogan

Linda Jo Grogan
Customer Service Representative

/ljg

cc: T. P. Norris, Calidria Corp., Long Beach, CA

Calidria
CORPORATION
POST OFFICE BOX K • KING CITY, CALIFORNIA 93930 • ☎ (408) 385-5961

April 11, 1985

Mr. Terry L. Combs, Quality Control Mgr.
Mortell Company
P. O. Box 71
Kankakee, IL 60901

Dear Mr. Combs:

This is to certify that the following material shipped to you conformed to the typical physical properties for this product at the time of manufacture:

PRODUCT: "Calidria" Asbestos RG-110
QUANTITY: 28,000 lbs.
PURCHASE ORDER NO: 29002
CODE NO: F-82
LOT NOS: 15, 34

Very truly yours,

CALIDRIA CORPORATION

Linda Jo Grogan

Linda Jo Grogan
Customer Service Representative

/ljg

cc: T. P. Norris, Calidria Corporation, Long Beach, CA

Calidria
CORPORATION
POST OFFICE BOX K • KING CITY, CALIFORNIA 93930 • ☎ (408) 385-5961

May 15, 1985

Mr. Terry L. Combs
Quality Control Manager
P. O. Box 71
Kankakee, IL 60901

Dear Mr. Combs:

This is to certify that the following material shipped to you conformed to the typical physical properties for this product at the time of manufacture:

PRODUCT: "Calidria" Asbestos RG-110
QUANTITY: 23,800 lbs.
PURCHASE ORDER NO: 29197
CODE NO: F-82
LOT NO: 34

Very truly yours,

CALIDRIA CORPORATION

Linda Jo Grogan

Linda Jo Grogan
Customer Service Representative

/ljg

cc: T. P. Norris, Calidria Corporation ✓

Calidria
CORPORATION
POST OFFICE BOX K • KING CITY, CALIFORNIA 93930 • ☎ (408) 385-5961

May 15, 1985

Mr. Terry L. Combs
Quality Control Manager
P. O. Box 71
Kankakee, IL 60901

Dear Mr. Combs:

This is to certify that the following material shipped to you conformed to the typical physical properties for this product at the time of manufacture:

PRODUCT: "Calidria" Asbestos RG-144
QUANTITY: 4,200 lbs.
PURCHASE ORDER NO: 29197
CODE NO: F-11
LOT NOS: 26, 221

Very truly yours,

CALIDRIA CORPORATION

Linda Jo Grogan

Linda Jo Grogan
Customer Service Representative

/ljg

cc: T. P. Norris, Calidria Corporation

UC 149-2

UNION CARBIDE

INTERNAL CORRESPONDENCE

MAY 11 1979

METALS DIVISION • 270 PARK AVENUE, NEW YORK, NEW YORK 10017

To (Name) Mr. J. L. Myers
Division
Location Niagara Falls, New York
Floor Number

Copy to Mr. G. R. Bailey
Mr. R. W. Rebholz ✓

Date May 10, 1979
Originating Dept.
Floor Number
Answering letter date
Subject Asbestos Strategic Planning

In order to cost the various strategies selected for the Asbestos business, a sales plan covering the period 1979-1988 will be required. You should supply sales quantities by product for each year, plus prices for each product. Sales prices should be in 1979 dollars. For the year 1979, Forecast II product mix and prices should be used.

Three sales programs should be developed to support the following strategies:

1. Hesitation Sales of short fiber asbestos and chemical grades expand at projected growth rates to the levels of current capacity. Upon reaching capacity levels, the business would operate in a "constant production" mode. Product mix within the short fiber group would be optimized.

2. Market Penetration-A Short fiber asbestos capacity is increased by 25,000 TPY; GAF contract for this quantity calls for deliveries to start on Jan. 1, 1981. The sales program for the Hesitation case would presumably apply to the balance of King City's production.

3. Market Penetration-B Short fiber asbestos sales per Hesitation case. Capacity of chemical grade product will increase to 3,600 tpy by Jan. 1, 1983. Chemical grade sales should expand to the new capacity level as fast as practical.

Please call if there are any questions.

J. T. Kelly

JTK:mb

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3. Midway Airport — 735-7272
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5. Regency Hyatt House (O Hare) 9600 Bryn Mawr Rd — 686-7299
6. Terrell's Standard Service 1441 W 59th St — 731-9292
7. Len's Standard Service Washington St & Ogden Ave Naperville Ill — 369 9072
8. 910 Church St Evanston Ill — 475 8500
9. 17500 Dixie Hwy Homewood, Ill — 798 7676
10. I 55 & Rt. 52 Joliet, Ill — 815-725-7600
11. Greater Rockford Airport Rockford Ill — 815 962 5516
12. Mariott Lincolnshire Resort Lincolnshire, Ill — 634 0100
13. Larry s Standard 121 Schaumburg Rd Schaumburg, Ill — 894 5262
14. Mariott (Downtown) 540 North Michigan Ave Chicago, Ill — 329 0036
15. Hyatt Regency Chicago 151 East Wacher Drive Chicago Ill — 565 0032
16. Rock County Airport Janesville Wisc — 608 362-8811
17. Winkelmann s Shell Northwest Hwy & Central Rd Mt Prospect Ill — 253 7272

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