MORTELL COMPANY

INTER-OFFICE CORRESPONDENCE

FILE 4/4

From TPN

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 70% 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.

PLAINTIFF'S EXHIBIT
UC-340

JH: ;h
cc
JHL
KZ
BD
JH

J H

RECEIVED
APR 8 1983
UCC-CALIDRIA
NIAGARA FALLS, N. Y.

FORM NO. 183

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Mortell Company
1100 Marlborough Avenue
Riverside, CA 92507
714/682-0510

INDUSTRY CLASSIFICATION: Automotive Sealants & Undercoating

SALESMAN: Gordon L. Dickson REGION: Commercial Sales DATE OF CALL: 2/19/82

Tom Norris (with Phil Pederson of Harrisons & Crosfield)

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Nick Schaina - Plant Manager SCHAYNA
Mike * PAWLACK — Plant Foreman

CALL OBJECTIVE: Attempt to increase their use of "Calidria" asbestos

RESULTS OF CALL:

Mortell presently purchases relatively small amounts of RG-144 & -110 through H&C. The RG-144 goes into a body heat sealer while the RG-110 is used in their pumpable products such as asphaltic undercoatings. They continue to use J-M 7R05, 7RF, and 7RS for use in putty tapes, all of which delivers to them at about 14.1 ¢/lb. Discussed the use of SG-130 for this application as they should be able to receive it in mixed truckload quantities for about 11.5¢/lb. (10.2 + freight) from our King City plant. Unfortunately any effort towards this end will have to be initiated by their purchasing director in Kankakee, Jim Keslin, who has in the past been difficult to motivate.

(Aug) 1980 - 1981

SPEC SHEET ON SG-130 for Bruce
RG-110 ≅ 80M lbs @ 25¢/lb
144 ≅ 9M lbs
72's ≅ 200M lbs

AT LEAST A DOZEN formulas

FOLLOW-UP ACTION REQUIRED:

GLD - Visit Jim Keslin as soon as practical.

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

dal 1/26/82

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

June 25, 1985

Mortell Company
P. O. Box 5705
Riverside, CA 92507

Gentlemen:

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: 29682
CODE NC: F-82
LOT NOS: 15, 66, 80, 146, 188

Very truly yours,

CALIDRIA CORPORATION

Linda Jo Grogan

Linda Jo Grogan
Customer Service Representative

/ljg

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

METALS DIVISION - "CALIDRIA" ASBESTOS

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Mike ?

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

dal 1/26/82

UNION CARBIDE CALIDRIA ASBESTOS

SUPPLIER
ASBESTOS CORP.
QUEBEC, CAN.

3/27/78 —

Mortell — ~~Pittsburgh~~ W.R. Grace 10/78

Bruce Radebaugh
likes mutual lab
evaluations of SG 130.
May order plant trial
at Riverside. - Per EDK.

Check status of asbestos
future of Calaveras
after 1/1/79.

Went lunch
to J.M. 1979

From The Desk Of
TOM NORRIS

4/24/79 - 1978 Sales 16.800 < 110 144

From The Desk Of

TOM NORRIS

for Ed.

MORTELL

RG only

78?

77 -

RG 110 - 11.200

RG 144 - 22.400

76

144 - 23-800

110 - 33.600

75 - 110 - 26.200

43 21 123

UNION CARBIDE "CALIDRIA" ASBESTOS

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Riverside, Ca. INDUSTRY CLASSIFICATION Asphaltics

P. Pederson - H&C.

SALESMAN T. P. Norris REGION Western DATE OF CALL 1/5/78

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Bill ?

Mortell not interested with quality for Calcium

CALL OBJECTIVE: Routine

RESULTS OF CALL: Mortell Continues to use RG 110 in underlayment formulations and RG 144 in Body Sealer. By far the largest use is in Sound Deadener, we are not approved here. The grade is TR bought by from Cary or Calidria. Mortell number is F 61. Bill would like to do more business with us but we must first get approval from their Plymouth, Mich labs.

This is the only Union plant Mortell has. The Union went on strike before Christmas, Mortell fired all Union employees. A vote is now being taken and the guess is that the Union will be voted out.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEW KC-FILE. NF-FILE
MK ~~R. L. Schutt~~, J. E. Lenahan, J. R. Loughlin

Union Carbide trial exhibit UC-340: Union Carbide Calidria Sales File on Mortell Company: Call Reports, Memos an... Published by AsbestosClaims.Law
ACL Doc 15591 · Page 7 of 16 asbestosclaims.law/library/15591/7

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.
☐	☐	☐	☐	☐	☐	☐	X

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?

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 4/18/77 cjb

Riverside

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Mortell Co., Kankakee, IL

INDUSTRY CLASSIFICATION Sealants

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 11/17/76

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

4/15/77 Mortell in now using Calidria + High Anag Nostic as has Thri Chrysotile Chem. Dir. Tech.

PERSONS INTERVIEWED: Ron Mulligan - Buyer

CALL OBJECTIVE: Regular call on large RG-110 and RG-144 user with an eye towards getting a handle on future requirements.

RESULTS OF CALL: Ron says that our RG-110 business will probably remain fairly constant here. According to him, nothing short of a 30% increase in Canadian pricing would get us more RG-110 sales. We will continue to grow in other areas. Ron says he can foresee their RG-144 consumption going up a good 40-50% in 1977 with even more growth in the future (Kankakee has bought 51 tons through October).

TPN - We then talked briefly about the California plant. The use of RG-244 in California is about to take off. Ron says that when this usage gets big enough, they will probably want to go direct and drop H&C. I told Ron that as far as I was concerned, this was their decision.

As with most customers these days, Ron is concerned about our ability to supply. I assured him that we expect a good continuing supply and when conditions warrant we could expand the plant. The major message is that we are in business to stay.

FOLLOW-UP ACTION REQUIRED:

EJK - Continue normal calls.

TPN - I would not get too excited at this point about large RG-244 volumes, but you might look for some growth in the next 6 months.

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 11/19/76 ejb

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

TO (NAME) Linda Graham DATE 8/3/83

LOCATION KC FROM T. Norris

SUBJECT Mortell Co. LOCATION 2 C

Please follow attached request for Mortell Co and advise them in a manner similar to Avco Corp. Begin with most recent RC-244 shipment to Kankakee, Ill.

T.

REPLY IN SPACE BELOW.

DUPLICATE

SNAP OUT AND HOLD THIS COPY UNTIL REPLY RECEIVED. FORWARD BALANCE OF SET INTACT WITH CARBONS TO ADDRESSEE.

TO (NAME) G.L. Dickson DATE 6/24/83

LOCATION N.F FROM T. Norris

SUBJECT Mortell Co. LOCATION L.A.

Please review attached letter and advise what test data we can provide.

T.

REPLY IN SPACE BELOW. DETACH AND RETURN TRIPLICATE. RETAIN THIS COPY.

I SUGGEST YOU QUOTE THE SAME 'TYPICAL PROPERTIES' THAT ARE CERTIFIED FOR AVCO PURCHASES.

GLD

ORIGINAL

Published by AsbestosClaims.Law
asbestosclaims.law/library/15591/12

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

June 20, 1983

Mr. T. P. Norris
Union Carbide, Calidria Asbestos
100 Ocean Gate, 10th Floor
Long Beach, California 90802

Dear Mr. Norris,

Reference:

Mortell Code No.	Description
F-13	RG-244 Asbestos

We are now required to obtain vendor certification that each lot of selected raw materials meet the vendors' published specifications. Furthermore, we require that vendors provide test data generated on each lot of these selected raw materials for each shipment made to our locations in Kankakee, Illinois; Warren, Michigan and Ferndale, Michigan.

Therefore, we request that certification(s) and test data be forwarded as follows:

For shipments to: Mortell Company
550 N. Hobbie Avenue
Kankakee, Illinois 60901

Send Certification and Test Data results to:

Mr. F. Znidarsich
Mortell Company
P. O. Box 71
Kankakee, Illinois 60901

RECEIVED
JUN 27 1983
UCC-CALIDRIA
NIAGARA FALLS, N. Y.

Sealants and Coatings since 1895

For shipments to: Mortell Company
23333 Sherwood Road
Warren, Michigan 48091

Send Certification and Test Data Results to:

Mr. R. Muntz
Mortell Company
P. O. Box 200
Plymouth, Michigan 48170

For shipments to: Mortell Company
3265 Bermuda Street
Ferndale, Michigan 48220

Send Certification and Test Data Results to:

Mr. R. Muntz
Mortell Company
P. O. Box 200
Plymouth, Michigan 48170

If further clarification or discussion is required, please contact:

Mr. Bruce A. Radebaugh
or
Mr. Mahendra Shah
P. O. Box 200
401 Industrial Drive
Plymouth, Michigan 48170
(313) 453-3200

Thank you for your cooperation in this matter.

Yours truly,

J. J. Keslin
Director of Purchasing

SEALANTS AND COATINGS SINCE 1895

MORTELL COMPANY

KANKAKEE, ILLINOIS 60901 815/933-5514

NICK SCHAINA
PLANT MANAGER

1100 Marlborough P.O. Box 5705 Riverside, CA 92507 (714) 682-0510

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