REPORT OF CALL

Calidria ASBESTOS

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

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

DISTRIBUTION
F. H. Larrison ☐
R. O. Marsten ☐
R. J. Kronkhyte ☐
J.M. Anderson ☐
A. A. Andrade ☐
C. F. Grogan ☐
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D. E. Clark ☐
D. J. Garcia ☐
G. [illegible] ☐
M. K. West ☐
File ☐

By G. L. Dickson with H. B. Rhodes
Date July 9, 1973

Full Name Proko Company, Inc. 1910 Wall Street Address Dallas, TX 75215 Mfrs. of Tape Joint Compounds	Interviewed Bob Wright - Technical Director

PLAINTIFF'S EXHIBIT
UC-567

OBJECTIVE

Define status of SG-210.

OBSERVATIONS

Proko picked up a truckload of SG-210 at King City on June 29, 1973 for a plant evaluation. Was being used at the time of our visit in a ready mix compound. No problems to date and Bob inferred that he will probably be using it in this one formulation in his other four plants. Requirements will average about 20,000 pounds/plant/month or about 1-1/2 carloads per month. Total asbestos consumption is about 100,000 pounds/plant/month. Described the limited availability of SG-210 and so he will not plan to make a complete substitution for Canadian asbestos. However he will need enough material for this one product in all his plants as the same market areas are often supplied by different plants on occasion.

Bob informed us that OSHA (State of Texas), the EPA, and someone from the FDA has inspected them. No big problems as apparently they run a tight ship.

ACTION

Nothing immediate.

NOTE

Thier fifth plant, in Cheyenne, Wyoming, is not on stream yet but will start up in the very near future.

Typed 7/18/73
/cvb

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Proko, Dallas, Texas

INDUSTRY CLASSIFICATION: Joint Cements and Sprays

SALESMAN: J. E. Walsh REGION: Southern DATE OF CALL: 4-2-76

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Bob Wright, Technical Director
Kelly Booth, Purchasing Manager

CALL OBJECTIVE: Call made with R. E. Byrne on multi-plant HPO carload user.

RESULTS OF CALL: Reviewed with Kelley the plant inventories on HPO and came away with an April 15th release of a car to South Dakota. This should do for all five Proko plants in April, according to Kelly. May orders will probably go to Indiana and Texas, as the Waycross, Georgia plant servicing the Florida market still remains slow.

Asked Kelly about T-135 in Indiana, and he said that they have been instructed to use it up and not reorder it. Proko has replaced both TiO_2 and Cellulosic in their formulations due to the continuing increasing costs of these ingredients. We went out on T-135 with the TiO_2 replacement, which I believe I heard mentioned here in the past to be Lithipon.

The positive side of the ledger was marked by Bob Wright's comments that their business is booming and they are in the process of doubling the capacity of their South Dakota and Texas plants. Although they have formulated asbestos levels in their products down from 5% to under 2%, this capacity increase should keep us equal or slightly ahead.

Wright also claimed to be upset about the attached "Asbestos Fiber Supply and Demand" report he received from J-M. There was a cover letter, also, which I did not get a copy of that requested answers to such questions as, "What effect do you think State, Federal, and Local agencies will have on asbestos usage in the next 2-3 years?" (see Page 2)

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: REB:JRL:TPN:WCT:KC-FILE:NF-FILE

RESULTS OF CALL, continued:

The report highlights the continuing and growing asbestos shortage, the need for more money for exploration, and the anticipated cost increases of 20% per year to develop material to meet projected demands. Emphasized to Bob that this was not the case with CALIDRIA, as we have an overabundant supply of ore and any hangup, if we had one, would be in the capacity of our plant to process the ore. Between the major joint cement producers pushing asbestos-free, and the Canadian manufacturers projecting shortages and cost increases, we seem to be the only positive force in the asbestos market.

REPORT OF CALL

Save

J. E. Lenahan - Marietta, Ohio
R. L. Schult - New York
cc for: R. E. Byrne - Niagara Falls
T. P. Norris - California
W. C. Thurber - NY 38
KC Files
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Calidria asbestos

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

By J. E. Walsh

Date 10-1-75

Full Name	Proko	Interviewed	
Address	Dallas, Texas		Kelly Booth, Purchasing Agent
Mfrs. of	Joints Cements & Sprays		Bob Wright, Technical Director

Call made on SG-210 and T-135 user.

Explained the strike situation to both men from the time of its inception to where we stand today. It went pretty well, and it looks like last month was the only time that they encountered excess costs when we couldn't ship an order, and they had to truck material from Dallas to Georgia to keep the plant there going. Kelly said if we didn't get their September order out this Friday, Dallas would be out and they would have to truck material from South Dakota to keep going. All plants are at bare asbestos minimums and future flexibility of this type will not be possible. Asked Bob about when they would begin to consume greater T-135 quantities, and his reply was that it would probably be after the strike, as they felt if they ordered combination carloads now it would only reduce the amount of the more sorely needed 210. A pallet of HPO will be on the Dallas carload and Bob will test it and see if they can make a switch to it. An interesting sidelight came up when Bob advised that an OSHA inspector had been in at the Dallas plant and cited them for no medical exams. They took it to court and the final judgement is about to be made. Based on the judge's statements and questioning, Proko feels certain that the ruling will go in their favor, as both OSHA and their insurance company demonstrated by dust samplings that they were way below both the TLV and TWA. The favorable ruling in this case for Proko would mean that they would not be required to give their employees medical exams being as it has been demonstrated by testing that the fiber levels are well within the regulation requirements.

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G. L. Dickson ☐
M. K. West ☐
File ☐

Calidria ASBESTOS

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

By G. L. Dickson with H. B. Rhodes
Date July 9, 1973

Full Name Proko Company, Inc. 1910 Wall Street Address Dallas, TX 75215 Mfrs. of Tape Joint Compounds	Interviewed Bob Wright - Technical Director

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

By Dr. H. B. Rhodes

Date 5/15/75

Full Name	Proko	Interviewed
Address	Dallas, TX	Robert Wright, Technical Director
Mfrs. of	Tape Joint Compounds	

OBJECTIVE

1. "Show of concern" regarding their problem with 50 lb. bags of SG-210 and also gritty bags.

2. Check on situation with T-135-0.

OBSERVATIONS

My phone call caught Mr. Wright as he was about to leave and I expected a short meeting. We finished our business in a couple of minutes and he spent the next hour and a half telling stories of his battles with the local OSHA inspector (a very young lady) and with people who have tried to sue Proko. If you can believe half of what he says, he must be a real bear. They run a very clean shop and have given medicals for many years so he can stand up strongly with OSHA. The only comment worth reporting from this part of the meeting was the statement that J/M came in and ran a dust count for them at no charge! This is the only report of such a count that I know of.

On the main subjects, there appears to have been two pallets of obviously wet material. There have been no recent problems with lumps and no further complaints ragarding grit. He had originally been concerned that the extra layer of bags had resulted in the lumping but everything now seems to be fine.

The T-135-0 is being used in one or two new applications that are different from their previous interest. He did not want to elaborate further.

He also commented that our restraint on price increases will lead to our getting an increasing share of their business.

RECOMMENDED ACTION

JEW

Continue regular coverage.

Typed 5/21/75 ds

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Proko Dallas, Texas

INDUSTRY CLASSIFICATION: Coatings

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 2-27-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Ron Bennett Purchasing Agent

CALL OBJECTIVE:

Call made on HPO truckload customer.

RESULTS OF CALL: Bennett succeded Kelly Booth who retired two years ago. We had a drought with Proko after the joint cement business went down the drain, but last year they came back and picked up a couple of truckloads of HPO at our plant. They are a division of RPM and the usage is in a RPM developed aluminized roof coating that they began to produce here last year. It is an irregular production item for them and so it is hard for Ron to judge how much HPO they might need this year as they only produce product based on the orders RPM gives them. Ron did say that they had closed their West Coast plant the first of the year and wouldn't be picking up their requirements this year at our plan. and would probably draw LTL quantities out of D & F's local stock.

FOLLOW-UP ACTION REQUIRED:

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

METALS DIVISION

CUSTOMER CALL REPORT

cc: JFC 10/13/77

CUSTOMER & LOCATION Proko Company Dallas, Texas

INDUSTRY CLASSIFICATION Joint Compounds

SALESMAN J. E. Walsh REGION Southern DATE OF CALL 9-29-77

PRODUCTS DISCUSSED:

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

Other:

PERSONS INTERVIEWED:

Murl Self - President
Kelly Booth - Purchasing Agent

CALL OBJECTIVE:

Call made on former HPO customer.

RESULTS OF CALL:

September 1 this largest HPO account in the South went asbestos free in their joint compounds. The pressures dictating the move were: 1) the parent company RPH in Ohio has been after them for two years to get asbestos out of their line; 2) INA insurance company refused to renew their insurance coverage because they used asbestos; 3) the consumer products proposed legislation led them to believe that a call back would be very costly and the proposal was in effect the final death toll for asbestos in joint cements. In order of importance the reasons probably went 2.1.3. Kelly said that they now sit with over 100M lbs of HPO in Kaufman that he hopes he can sell locally but hasn't been successful yet. The other three plants also have some inventory but not as much as here. He said he went to both Roach and Welco in town and they wanted to sell him some of theirs. I suggested Bud Murphy as an outlet and Kelly will pursue it. At this point in time both men feel the decision is irrevocable and can see no circumstances whereby they would ever revert to producting an asbestos containing product again. My hope is that there is such a circumstance also unseen at present by the writer that will alter their decision.

FOLLOW-UP ACTION REQUIRED:

COPIES TO:

Mktg. Services; Others: REB:JRL:TPN:WCT:KC-FILE:NF-FILE
J. E. Lenahan

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