REPORT OF CALL

T. P. Norris - Chicago
H. B. Rhodes - Niagara Falls
W. C. Thurber - NY 38
UKC Files
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Calidria ASBESTOS



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

By J. E. Walsh

Date 10-2 & 3, 1974

Full Name Harwick Chemical	Interviewed
Address Dallas, Texas	Larry Sullivan, District Manager
Mfrs. of CALIDRIA Distributors	

Initial hook-up made with Harwick's man covering this area and an afternoon meeting held prior to making calls the next day.

The afternoon meeting was of an introductory nature and allowed for the writer to give the soup-to-nuts story on the CALIDRIA line he is trying to sell for us. Larry is a real sales pro and from observing him on our calls, he already appears to have a pretty good grasp of what CALIDRIA is and where it might be used. Also advised him that our T-135 was a product that was now a little bit more plentiful if he thought there might be a rubber application for it. Larry has been covering the Dallas-Oklahoma area for the past year due to Ken Iron's health problem. He has operated out of a rented apartment in Dallas and commutes to Akron where his family lives. Harwick plans to solve this problem by having Dale Stauber from Atlanta come over here permanently as of January 1. The area for rubber has been a slow one for Harwick in that there is just not enough potential in rubber alone and they will need to begin looking into other allied areas. With a permanent Texas resident they expect sales will move along at a brisker rate. The following series of calls were made with Larry:

Dresser Industries
P & M Group
Dallas, Texas

Interviewed

Joe Bowers, Chemist

Rubber Seals & gaskets for the oil industry

Joe had been sampled in the past with HPP and is working with it now in a new product which needs improved high temperature resistance characteristics. It is a rubber gasket which will be used underwater on a drilling rig in the North Sea. They have been successful in opening the pellets in their Banbury and expect some test results shortly. Larry will continue to follow.

Oil States Rubber Company
Dallas, Texas

Interviewee

Murl Richardson, General Mgr.
Jerry Matthews, Chief Chemist

Rubber materials for the oil drilling industry

Sampled in the past with HPP to improve the reinforcement and tear strength properties of their products. They are a little like Radiator Specialties in that they

have done things the same way for 20 years and are both reluctant to change or evaluate anything new. Larry used my being with him as an excuse to talk with Richardson who is Matthew's boss and directs his efforts. From our sales spiel, it looks like enough interest was generated in Richardson to have Matthews, at least, try it in one or two of their formulations. Improved tear strength is the property they hope to achieve with HPP in their rubber platform bags.

Acshunet
Fort Worth, Texas

Rubber seals & gaskets

Interviewed

Bill White, Chief Chemist
John Windsor, Purchasing Agent

After our sales discussion on CALIDRIA high purity and possible applications, Battle, an Acshunet man, asked for a sample for evaluation. He will look at it in EPDM rubber to see if they can improve tear strength and modulus. Although Battle will do the work on a low priority basis, final approval on all new materials has to come from their New Bedford, Mass. headquarters, so we should have Harwick's salesman up there follow on it as Larry will be here. Toxicology came up for the first time, and it was discussed but does not look like a problem.

Mosites Rubber Company
Fort Worth, Texas
Custom Rubber Compounders

Interviewed

Bob Shanklin, Chief Chemist

Reviewed the CALIDRIA story and what it might do for them. Shanklin asked for literature but no sample at this time, as he didn't feel as if they had a requirement for it now after listening to what we had to say. Toxicology discussion was also held here.

After the above set of calls, Larry said we had covered most of the large potential prospects in the Dallas area and from what he has observed so far, Houston has more potential for us, and we should try to set up 2-3 days of calls there.

Phone Larry prior to next Houston trip and allow 2-3 days for calls with him.

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By J. E. Walsh

Date 7/2/73

Full Name Harwick Chemical Address Memphis, Tenn. Mfrs. of Distributor	Interviewed Ken Irons - Vice President

Initial call made on this location as Irons has been in the process of recuperating from a severe heart attack. He is now back at three-quarters speed and his doctor has given him the O.K. to make out of town calls as long as someone is traveling with him. Had the opportunity to join both he and his wife on her birthday for dinner and briefly go over our product line and the health question. Irons now is responsible for portions of Illinois, Missouri, Tennessee West, and all of Kansas, Texas, Oklahoma, Arkansas, Louisiana, Mississippi, Alabama, and Kentucky. Having been ill at the time, he was not able to attend the Harwick indoctrination we held in Ohio but has been making attempts anyway to introduce our product line. Irons, as well as their Atlanta people, are operating on the basis that they are carrying the full CALIDRIA line. This point was brought out when Ken mentioned that he had called at Winburn Tile and determined that asbestos was being used as a filler and brought up the fact that Harwick was Union Carbide's CALIDRIA asbestos distributor. He also advised that he is aware of other tile businesses now using Canadian grades but has not pursued them. Explained our position in the SG series and the tiles grades specifically, advising him that it would not be wise to go after any of this business as we wouldn't be able to supply material. Suggested his best potential was concentrating on prospects who would use our high purity and resin grade products. Ken looks like he will be able to open a lot of doors on new prospects for us with his many contacts. Not being a real opportune time to continue discussing business, I advised Ken that I would get together with my management and the salesmen who cover the areas he calls on and get back with him shortly to arrange another get-together, either by myself or with our other salesmen, to review in more depth our product line and the prospects in his geography.

BR Can we get clarification for both myself and the Harwick people on just what products they are handling? Irons stated that Harwick is not strictly a distributor to the rubber industry, particularly in the Southeast. Also, let's discuss how we should best cover Irons as he goes into Gordon's, Tom's and my areas.

JEW/cs
Typed: 7/10/73