PLAINTIFF'S EXHIBIT

UC-3872

REPORT OF CALL

Calidria ASBESTOS

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

J. L. Myers with
By W. C. Thurber

Date 1/23/74

Full Name Kentile Floors Address 58 2nd Avenue Brooklyn, NY 212-768-9500 Mfrs. of	Interviewed Dan Miller - Purchasing

OBJECTIVE

Discuss price increases, short-term availability of SG-102 and future volume potential.

DISCUSSION

We currently limit Kentile to 2 CL's (130 T) of SG-102 per month, letting them choose whether to ship to Chicago or Torrance. When running at capacity they would like to have at least 300 TPM of our product. They also use Atlas and Canadian asbestos. Overall they are running at about 2/3 of their capacity due to resin shortages and will require only 1 CL of SG-102 per month until the resin situation eases, probably 4-6 months.

He was not surprised when we advised him of a price increase from $48/T to a maximum of $54/T, if cost-justified and approved. He indicated he was now paying $52-54/T for Canadian asbestos. They had just begun to buy small quantities from JM-Coalinga because they needed a "brighter" product at Brooklyn for a particular tile line. He was surprised to hear that Calidria is brightest and would like a sample for lab evaluation.

They apparently use about 12,000 tons of asbestos per year with 1/2 from Canada and 1/2 from California. They have never signed requirements contracts but he has no reticence about discussing with his management our interest in supplying all their asbestos needs in the future. Miller feels we could easily have all the California portion as long as we are price competitive. They prefer our pelletized asbestos.

Miller expects vinyl asbestos floor tile to maintain its "steady state," no particular growth and no serious recession.

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