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

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CC: James Keslin - Director of Purchasing



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