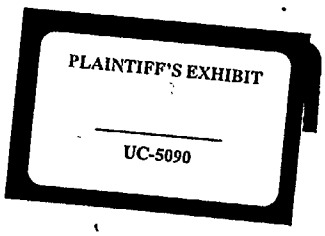
REPORT OF CALL

T. P. Norris - Chicago
H. B. Rhodes - Niagara Falls
W. C. Thurber - NY 38
KC Files
NF Files

Carbide Asbestos



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

By J. E. Walsh

Date 3/28/74

Full Name 3-M Company	Interviewed
Address Decatur, Ala.	Avery Thornhill - Purchasing Mgr.
Mfrs. of Building Products	

Call made on moderate user of RG-144. Thornhill commented that the new product containing our RG-144 hasn't really gotten off the ground and they expected to use only about 6-8M lbs. this year as opposed to the 24M lbs. we have them in the plan for. Presented our price increase due 4/15 and Avery will check his stock and see if they want to place an order prior to the 15th. After a congenial lunch discussion on the CALIDRIA product line, toxicology and the Pitt Corning publicity, which also got to this outpost, we returned to the office. A most unusual occurrance, for 3M anyway, happened when Avery showed me a product purchasing sheet for a JM asbestos fiber called 2 Paperbestos. Avery said the volume for this item was much more substantial than 144, but from what I could see, it looked to be a long fiber material.

IBR Ever heard of 2 Paperbestos? Is it long fiber?

Left Avery with a toxicology packet for his records and also for source data should his safety people need information. Advised that I would get back to him if we had anything to compete with Paperbestos and thanked him for his past purchases.

IPN 3M has hired Lee Kendall, whom you may know--a 15 year plus Carbide employee who worked out of Minneapolis. Lee will start with them around 4/15 as a VP in purchasing. He historically called on 3M and was Carbide's inside man there. If you are in the area later in the year, it might be worthwhile to stop in and see him. I'm sure Lee would give us the opportunity to get our products evaluated and would know where they might be tried.

JEW/cs
Typed: 4/3/74