FILE NAME: Borg Warner (BW)

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SPECIALTY PAPER DIVISION
MARKETING DEPARTMENT
TRIP REPORT

Date: June 15, 1979

Company:

Visit Date: May 31, 1979

Borg-Warner
Bellwood, Illinois

Persons Seen:

Warren McColl	-	Engineering
Wayne Bahr	-	"
Tony Ghidorzi	-	Engineer
Jerry Zehner	-	Purchasing
George Heinrich	-	Engineer
Ed Stallings	-	"
Howie Okuba	-	"
Jim Geis	-	V. P. Mfg.

Mead Attendees:

Ed Stacy	John Nolan
Sam Huggins	Brad Wilkinson

Climate of Meeting:

Great!

John and I met first with Jerry Zehner to discuss the "asbestos warning label" we are placing on the rolls shipped to Bellwood. They are objecting to the bottom line. Jerry gave John a label they would approve plus a copy of the OSHA requirement for labeling. Jerry asked that we use their wording and change our labels. We indicated that we would bring back their request and could see no great reason at that time why we could not comply with their request.

We then left to join the discussion being held with the B-W Engineering by Ed Stacy. A review of past trials, requests for new handsheets, etc., were made and additional trials were also requested.

John and I again left meeting to visit with Jim Geis where further discussion went on pertaining to our warning label. Jim readily admitted approving what we were using but said he should not have and again asked our help in this matter. Again, we thought we could comply with his request.

I then brought up the B-W forecast and the fact that there was some reluctance to accept their numbers. Jim said that was probably because they gave me their most optimistic forecast and proceeded to give me copies of both their "expected" and "optimistic" forecast for comparison. The difference between the two by 1983 is 107 tons.

After leaving Jim we returned to finish up the technical discussions between Ed and Borg-Warner Engineering.

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