REPORT OF CALL

Calidria asbestos



cc for T. P. Norris
W. C. Thurber
J. E. Walsh
KC-File
NF-File

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

By B. L. Ingalls

Date 6/20/73

Full Name Allied Resin Corporation East Weymouth, MA	Interviewed
Address	Charles Howland, President
Mfrs. of	(Telecon)

Charlie called concerning the new Avco contract that is presently being negotiated with the Department of Navy. The contract spans a 17-month period starting August 1973 continuing through December 1974. Requirements for RG-244 are anticipated at 130,000 lbs.,approximately 7600 lbs. per month.

Questioned Charlie about the recent price increases by DeGussa and Cabot's position regarding same. He was unaware of any changes in prices recently, however, he will obtain a price schedule for our edification.

They have recently encountered another return of material by a customer due to complaints by a local state inspector. Charlie is presently checking out the details of the customer's visit by the state inspector and may offer to have us run a dust count at their facility.

Charlie said they have not had an opportunity to go into the details of ordering in carload quantities, however, they have received my letter pertaining to the matter and would give it attention ASAP.

RECOMMENDED ACTION

BLI Maintain periodic contact.

Typed 6/22/73
cjb

REPORT OF CALL — [illegible], Don, [illegible], George —

cc for T. P. Norris
W. C. Thurber (Enc.)
J. E. Walsh
KC-File (Enc.)
NF-File (Enc.)

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

RE. OCT 3 19[illegible]

By Mr. G. L. Dickson

Date September 26, 1974

Full Name	Allied Resin Corporation	Interviewed	Mr. Charles Howland - President
Address	Weymouth Industrial Park East Weymouth, MA 02189		Mailgram & Telecon
Mfrs. of	Distributor		

Informed by Charlie Howland to immediately stop production of M10606 "Calidria" Asbestos (RG-244 in plain brown unmarked bags) and to hold up shipment of additional material. Reason for this action is that the government contract with their customer has been terminated, apparently prematurely. Was assured by Charlie that it has absolutely no bearing on our product (toxicology, quality, service, etc.) but that the Navy has no need of the coating which was being supplied.

At this time we have no "brown bag" RG-244 in King City except for a small amount of off-spec product which will probably be sold to ASTRO-STONE sometime in the future. However, the last carload on this order was shipped to their warehouse in Methuen, MA on September 5, 1974 and so at the time we were notified it probably was within a few days of its arrival. According to Charlie we are under no obligation to take it back and that the government will have to accept it.

Discussed briefly the prospects of developing new applications with this customer but, as reported in ROC dated September 6, 1974, they do have two other projects in mind but both are a long way down the road.

ACTION

According to Charlie Howland there is nothing they or we can do about this loss of business. Their loss is considerably greater than ours, although this is of little consolation at this time. Routine contacts will be maintained at Allied.

typed 10/1/74
DJS

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2-005898E268 09/25/74
ICS IPMMTZZ CSP
61733760 70 MGM TDMT EAST WEYMOUTH MA 100 09-25 0903A EST
ZIP 14302

western union Mailgram

UNITED STATES POSTAL SERVICE

UNION CARBIDE CORP ATTN GORDON DIXON, DUP
PO BOX 579
NIAGARA FALLS NY 14302

STOP ALL PRODUCTION ON M10606 CALIDRIA ASBESTOS IMMEDIATELY HOLD
BALANCE OF ORDER OPEN DETAILS TO FOLLOW
ALLIED RESIGN CHARLES HOWLAND

0904 EDT

MGMBUFA BUF

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Resin Corporation, Weymouth Industrial Park, East Weymouth, MA 02189

INDUSTRY CLASSIFICATION: Distributor

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 4/4/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED: Bob Davis, Charlie Howland

CALL OBJECTIVE: Account maintenance

RESULTS OF CALL:

Allied's purchases have increased within the past quarter over last year's performance. No specific reason for this according to Bob and Charlie except that several of their small customers and ordering on a more regular basis. Most of their RG-144 & 244 business is with relatively small accounts who are in the polyester and/or epoxy compounding areas. Discussed recent inquiries from customers and potential areas and found that Allied was already selling to most of them. This included HEE/CO and Royal Resins in North Attleboro, MA, and Transworld Adhesives in Rockland, MA. Scheduled visits to these companies were therefore cancelled.

Allied's biggest customer a few years ago was Avco in Lowell, MA and the are again buying RG-244 on a regular basis, but not in the large quantity that they once did. Reviewed the advantage for Allied to buy in 6 pallet quantities which often they fail to do. Bob will bring this to the attention of their purchasing people.

FOLLOW-UP ACTION REQUIRED:

Maintain normal contact.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

dal 4/11/79

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Resin Corporation, Weymouth Industrial Park, East Weymouth, MA 02189

INDUSTRY CLASSIFICATION: Distributor

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 6/28/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☒ Other, specify below

PERSONS INTERVIEWED:

Bob Davis - V.P. Technical
Charlie Howland - V.P. Sales

CALL OBJECTIVE:

Account maintenance

RESULTS OF CALL:

No problems here as they are about 30% over budget, although 10% less than first half last year. Discussed the new DOT regulations which to them is just another source of irritation. No comment by Bob or Charlie on what they intend to do about less than one pallet customers. Reviewed the situation at Acme Chemical who probably will buy RG-100 from them in the near future.

FOLLOW-UP ACTION REQUIRED:

Maintain normal contact.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE:JLM NF PERMANENT FILE ☒

dal 6/29/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Resin Corporation, Weymouth Industrial Park, East Weymouth, MA 02189

INDUSTRY CLASSIFICATION: Distributor

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 9/19/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:

Bob Davis - V.P. Technology
Charlie Howland - V.P. Sales

CALL OBJECTIVE:

Account maintenance

RESULTS OF CALL:

Our business continues good here, mostly from their RG-244 sales. No good reason except that many of their customers are buying on a more regular basis. Expect an order from Avco next month which is usually about a truckload, although to be delivered over a two month period. Nothing we can do for Allied at this time and they appear to be satisfied with our recent service.

FOLLOW-UP ACTION REQUIRED:

LJG - It becomes more important that we increase our RG-244 inventory in our Finderne warehouse.

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dal 9/25/79

...® U.S. price list

79

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METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

MER & LOCATION Allied Resin Corporation
Weymouth Industrial Park
East Weymouth, MA 02189

INDUSTRY CLASSIFICATION Distributor

AN Gordon L. Dickson REGION Eastern DATE OF CALL 2/12/80

SBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

ITERVIEWED:

Bob Davis
Charlie Howland

TIVE:

Account maintenance

ALL:

ion here remains virtually unchanged. Their business continues to be good
o sign of a recession. Expect "Calidria" sales in 1980 to approximate those
). Cab-O-Sil prices schedules indicate that a price increase effective
9 was decreased by about 5¢/lb. on 12/31/79.

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echnical Specialists
Tuscola, Illinois
ther assistance.

REQUIRED:

mal contact.

EW:KC-FILE:NF-FILE :JLM

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Resin Corporation, Weymouth Industrial Park, East Weymouth, MA 02189

INDUSTRY CLASSIFICATION: Distributor

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 8/1/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:

Bob Davis
Charlie Howland

CALL OBJECTIVE:

Account maintenance

RESULTS OF CALL:

Nothing of importance to report. Their business continues to be good but expect the 3rd quarter to drop off a bit. Purchases of RG-144 & 244 are about on budget for the year. However, they are looking for a significant increase in RG-244 sales next year when Avco again begins to produce a coating for the navy.

FOLLOW-UP ACTION REQUIRED:

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dal 8/11/80

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Resin Corporation, Weymoutn Industrial Park, East Weymouth, MA 02189

INDUSTRY CLASSIFICATION: Distributor

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 12/2/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:

Charlie Howland
Bob Davis
Paul Coolidge

CALL OBJECTIVE: Account maintenance

RESULTS OF CALL:

Discussed in detail the 1981 price increases and the reasons for them. No big objections, although their feelings were that the increase for RG-244 is somewhat less than moderate. Expect sales next year to be somewhat improved over this especially for RG-244, as they expect larger than normal orders from AVCO.

Met Paul for the first time. He is controller and a partner in the firm, and, although his main responsibility is finance, appears to be quite knowledgeable about all facets of their operation.

FOLLOW-UP ACTION REQUIRED:

Maintain normal contact.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE :JLM NF PERMANENT FILE ☐

dal 12/17/80

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Resins, Weymouth, MA. INDUSTRY CLASSIFICATION: Distributor

SALESMAN: J.E. Welsh REGION: Southern DATE OF CALL: 12/3/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Health & OSHA Information Blue Book
- ☐ Dust Count Report
- ☐ Other, specify below

PERSONS INTERVIEWED:

Charlie Howland - President
Bob Davis - Vice President

CALL OBJECTIVE:

Turnover call made with Gordon Dickson to assume account responsibility.

RESULTS OF CALL: Allied distributes mainly in the New England polyester and epoxy market. Their main volume CALIDRIA account is Avco in Lowell, MA. who makes a proprietary epoxy coating for the Navy. Allied also uses 144/244 internally as they custom thix resins for their customers. CALIDRIA is an accessory item Bob Davis advised and amounts to only about 1% of their total sales. They have not had a new account for 144 or 244 in the last two years and don't see any prospects for one with the people they are calling on. The toxicology and regulatory issues are the main problems they face Bob said, but the business climate in New England has also been poor. Discussed our policy and agreement work we are doing. Solicited their input to determine how we could help them increase CALIDRIA sales and they will give it some thought and let us have their comments. Discussed the recent 13 pallet 244 order for Avco and they agreed that it would be in their best interest to increase it to a truckload quantity.

	Thru 11/81		Budget	
Product	Tons	M$	Tons	M$
RG-144			8.0	7.0
RG-244	11.8	45.7	8.0	31.0
Total	11.8	45.7	16.0	38.0

FOLLOW-UP ACTION REQUIRED:

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