Calidria asarstos

c for H. B. Rhodes
T. P. Norris
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UNION CARBIDE CORPORATION

Atlanta, Georgia

FEB 26 1973
UCC - CALIDRIA
KING CITY, CA.

PLAINTIFF'S EXHIBIT GP-319f

By J. E. Walsh

Date 2/16/73

Full Name	Georgia Pacific	Interviewed
Address	Marietta, Georgia	Bob Favero - Plant Manager
Mfrs. of	Tape Joint Compounds	Doug Jones - Quality Control

Call made to meet new plant manager and bring in our April 1st price increase on SG-210 to this carload account.

Bob Favero came from their Brunswick, Georgia Gypsum board plant and succeeded Harry Scharf who was sent to Milford, Virginia to open a new tape joint plant there. Reviewed the dust count data on their survey and the regulations with Favero and my brief background on their Marietta plant in so far as SG-210 was concerned. We went out into the plant and talked with two or three operators concerning the over and under weight bag problem they had experienced on an early January delivery and were informed by the men that the bags from the last car were okay ie 30 lbs net. Discussed the increase of 1/2¢ pound on SG-210 effective April 1, 1973 and our reasons for it. In equating the increase to his total formulation cost it works out to about a little less than 6% based on his 1/3 210, 2/3 Canadian mix. This seemed to soften the blow a little bit and the only response I received from Favero was that perhaps he should order an extra car at the end of March. My initial impression of both Favero and his feelings about the price increase are that they have come to live with increases; the SG-210 is not a major item in their formulation and will only mean a slight increase in their raw material cost. He will advise his home office of the increase and continue to buy 210. My next call here will reveal if my reading of their initial response to the increase was accurate as they will have had time to think about it and discuss it with the home office.

The all 210 mud sample we left with in November has been sent to Tigard but to date Doug Jones has not received any comments from them on it. They were supposed to run tests on it and Jones will check and find out what the status is on it and let me know.

319f

JEW;nd
Typed: 2/21/73