FILE NAME: Reynolds Metals (RM)

DATE: 1968 Dec 26

DOC#: RM057

DOCUMENT DESCRIPTION: J-M Call Report RE Tilo Account

A/C Duct Tape

JOHNS-MANVILLE **CALL REPORT** ASBESTOS FIBRE DIVISION

Date of Call 12/17/68 Territory New York Date of Report 12/26/68

Account	Persons Interviewed	
	Names	Titles
Name Filo Co.	Phil Piccioli	Plant Mgr.
Dept.		
Address Stratford, Conn.	Clint Reed	Mea. Dir.
	Bill Brennan	P. A.

Subject of Call Service

Customer's Product A/C

J-M Product & Grades 6D

J-M Action Requested

Competitive Situation and/or Sales Resistance

Pertinent Data Releasing 2 additional C/L's 6D in Dec.

Clint Read - wants "New Yorker" article. Mailed 12/20, along with position paper.

Bill Brennan's letter 11/19 - N. W. Hendry's letter 12/13.

Told Brennan 10/17 that this was probably an asbestos industry decision (U.A.M.A.) and we had little or no control over it. Also, that I was waiting for answer. Discussed with E. M. Fenner on phone 12/18. Will not write on this yet but will discuss further with them in Jan. Understand from Fenner that Tilo is the only customer so far that requested this.

H. A. Boisclair

cc: E. M. Fenner - Finderne
H. J. Donovan
File

Signed

AFD. 3 ACP 1957

CRMC-TiloRoofing-000163