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C.H. Wendel, Santa Ana

June 25, 1973

W. V. Culver, Auburn

Weekly Activities Report
Week Ending June 15, 1973

Office, most of the time; Calls, occasionally

This had to be the week for unusual employee developments. George Bryant is beginning to feel his oats and is due to return to work on June 25, at least on a part-time basis.

Gary Poindexter is hobbling around on crutches due to a very severely bruised thigh from his Spokane accident; Bob Morris is still up in the air regarding his mastoid operation, and at least is getting some second and third opinions from ENT specialists. Bob Randall is on vacation, and so that leaves yours truly as 100% operating and then trying to figure out what to do with Dyfoam, so maybe the vermiculite business suffered somewhat.

Even though it suffered, it would seem that the month of June was certainly our all time high dollar volume considering over 32,000 bags of Mono-Kote were shipped.

It truly looks like Pierce as represented by Dick Frederick plans to stay in the northwest. They have secured the contract on the bulk mail facility which includes some 6,000 bags of Mono-Kote. They also claim to have been low on the state office building in Olympia, which had approximately 20,000. We have heard conflicting stories about who is low and so far we don't think it has been awarded.

Pierce was complaining about excessive pressure and difficult pumping of MK 3 at the 29th floor of the Federal Office Building, and the consensus of Rothfelder and others was they were attempting to pump it too stiff. We recommended a little more water, which should help.

Brown is 99.9% complete on the Bank of California but still having cracking problems. ~~Our~~ best estimate is they are still 20% over on material and it is conceivable they might try for a claim for excessive usage and/or cracking but I think it is unlikely.

Gary picked up some confidential information that Don Jacobson, Superintendent for Brown, plans to leave their employ and become business agent for the plasterers. I think he has been responsible for much of their fireproofing problems due to poor personnel management, so perhaps his leaving would be a good thing if his successor runs a tight ship.

The strike is still on in Portland and so far any discussion between the two groups has been limited to the location of the meeting and perhaps even the size and shape of the table. The forecast is for a long disagreement.

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In a matter of just a couple of months the delivery of steel has gone from almost immediately available to almost impossible to get. According to Ed Seago, Wheeling is quoting December deliveries. Fortunately ASC is still supposed to have a good stock. Joists on the other hand are a real problem with long delays quoted out of people like Armco and Vulcraft. My approach to Dominion Bridge in Vancouver, B.C., has been dismissed with a 'Talk to us again in 6 to 9 months. We have no interest in coming into that market now'.

I have spent a considerable amount of time wrestling the Dyfoam set up and meeting Jerry's customers to attempt to gain continuity. Boehmer, Den and I called on Olympia when he got approval of the keg cooler and an order for 2500. They are forecasting a very large business in foam for other packaging such as casseroles and other pottery premiums which they are going to be selling with the Olympia trade mark. They think this can be a very important part of their merchandising business and they could become a substantial account.

I already advised you and others regarding CPR UpJohn literature change at E.J. Bartells and have been advised by Roy Mackay of Vertecs that all of the foam people are doing likewise. I think the switch from Jerry Den at Bartells will go smoothly especially since some of us already have entre. Chuck Heckman expressed an interest in seeing the fireproofing on the Federal Office Building so perhaps we can interest them in getting back in the business using Mono-Kote, of course.

In both Boehmer's and Den's opinion, I am the logical successor to call on Cork because of Bob Dale's personality. I had lunch with him and Jerry and I think that with a little attention we can hold that account.

I have completed the 5-year forecast and I am getting information from real estate people on property available and prices and Tolan is working on estimated freight rates outbound from the Seattle market, and I hope to have this pulled together for dissemination this week.

Boehmer, Den and I discussed at some length how the styrene operation is to function and I think we have general concurrence which I am writing up and will submit immediately.

William V. Culver.

WVC:mp

