

REPORT OF CALL

PLAINTIFF'S
EXHIBIT

Union Carbide 165

RECEIVED

MAY 16 1971

UCC - CALIDRIA
KING CITY, CA.

CC for

R. E. Byrne
B. Heimlicher - Clifton
R. G. Hess - Clifton
B. L. Ingalls
J. E. Klein - Atlanta
R. T. Larkin
J. F. Luther
J. L. Myers
T. P. Norris
J. W. Rawlings
King City - File
Niagara Falls - File

UNION CARBIDE CORPORATION

P.O. Box 579 Niagara Falls, N.Y. 14302

By J. E. Klein and
H. B. RhodesBUSINESS CONFIDENTIAL

Date 4/22/71

Full Name	Marco Chemical	Interviewed	DISTRIBUTION
Address	Bartow Florida	Mr. Stan Mulder (Sales Mgr.)	R. O. Ingalls
		Plant Superintendent	R. O. Ingalls
Mfrs. of	Polyester Resins		R. J. Kinsley
	CALIDRIA Distributor		B. E. Urey
			R. G. Hess
			J. W. Rawlings
			A. L. Jones
			R. E. Urey
			G. L. Lewis
			K. A. L.
			D. Garcia
			File

OBJECTIVE

Regular call on mfg. plant and distributor activities.

OBSERVATIONSPlant

Mr. Denzil Crowe, the Plant Manager, was in the hospital with pneumonia so HBR talked briefly with the Plant Superintendent.

They are making the RG-244 resin regularly using a Sonolator pressure of ~360 psig. Flow rate is still around 30 gpm, however, and wear plates must be changed every three months. The resin still settles 8-10" in the drums but RG-244 stirs back in easily.

The skin irritation problem mentioned previously by Mr. Crowe has been solved by the men wearing long sleeved shirts while dumping. It is suggested that the less said about this, the better.

Mr. Mulder confirmed Mr. Jenkins comments that they had had nothing but trouble with the fast wet-out resin. The problem, apparently, is erratic performance and a very heavy odor of styrene when the resin is used. He seems to feel that the resin is not really correctly formulated for Florida conditions. They don't seem to be getting any help or sympathy from Linden, however, who seem to look upon it as a Bartow manufacturing problem. No matter how you look at it, it's a 244 resin so we are caught in the middle.

They are moving quite a lot of this resin through Plastex to an account in Texas. Adjustments have been necessary for each batch, however.

CALL REPORT
Marco Chemical
Bartow, Florida

-2-

4/22/71

The distributor coverage out of Bartow seems to be very well organized. They have begun to sell modest quantities and have put out a lot of samples. This may be the place where real progress can be made in Florida.

ACTION

JEK/HBR - Continue regular coverage with both Crowe and Mulder.

Typed 5/6/71
bsn