



for T. P. Norris
W. C. Thurber
J. E. Walsh
KC-File ✓
NF-File
F. Baukert (Moorestown)
G. E. Bernard (Hack.)
G. L. Dickson

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

PLAINTIFF'S
EXHIBIT
GF-1992a

G. L. Dickson,
J. L. Myers
By F. Baukert

Date 4/28/75

Full Name	GAF Corp. 1139 Lehigh Ave.	Interviewed
Address	Whitehall, PA 18052	B. (Bernie) J. O'Leary, Purch. Agt. Ullrich Kempf, Plant Tech Mgr.
Mfrs. of	(215) 264-0591	

OBJECTIVE

Generate sales of "Calidria" asbestos for paper felt backing used on vinyl roll goods.

DISCUSSION

They use 50,000 TPY of JM asbestos at this location: 60% Paperbestos-5 and 40% Grade 7M. They receive asbestos in repulpable bags and add them to hydropulpers without opening. They have had no supply problems and experience no dust problems except for an occasional broken bag. They are interested in our fiber because of the higher fiber liberation and possibility of reducing asbestos consumption. They have no interest in bulk because of the capital expense, and they do not receive any other dry materials in bulk. Although they requested samples of SG-102 and SG-130 for evaluation, there appears to be little hope of success unless they would want or need an alternate supplier. They do not need brightness as they use TiO_2 only in the printed sheet. They use no thickeners in the ink they produce.

NOTE:

Our best hope is that Bernie Jast tells O'Leary that he can't use "Calidria." O'Leary would use it in spite of Jast as he "hates his guts."

ACTION

GLD

1. Send samples and pricing information.
2. Obtain sample of PB-5, if we don't have it, and have it evaluated.
3. Follow-up with Kempf in 3-4 weeks.

Typed 5/2/75
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