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Johns-Manville

Internal Correspondence

To: J. E. Connor - WHQ 2-14

Date: May 24, 1978

From: Roger Hattersley, Kingston, Ma.

Copies: J. F. Reis - WHQ 2-14, M. D. Webb - Asbestos, File, Chrono

Subject: ROGERS CORP., MANCHESTER, CT.

I met with the following personnel at their Manchester, Ct. plant
May 17, 1978:

Carl Welshman - Corporate P.A.
Alice Brown - Plant P.A.
Curly Maron - General Mgr.
Ed Smith - R & D

We discussed at length the current supply and demand picture. We ship them 7R05 and mix truckloads of 5K04 and 6D04. They have two T/L's of 7R05 on the May shopping list. Since I do not expect we will be able to supply this material. I arranged for Lukens Chemical to ship them from their warehouse 18 tons of 7R05 to allow Rogers to operate one shift. We will be supplying them two truckloads of 7R05 in June. They are requesting one additional truckload. They project a requirement of 400 tons of 7R05 for 1978.

Following the meeting I toured most of their plant. It was interesting for me to learn they use our 7R05 to manufacture both phenolic molding compounds and asbestos phenolic 3' x 5' board for engraving and off-set printing. This board is made on a two vat cylinder machine. It can also contain rag and/or wood pulp. They use our 5K04 and 6D04 only for board products. They consume the bag in the board operation. This explains why they specify the use of paper bags from us for this plant.

In addition to making to a J-M 7R05 filled phenolic molding compound, they manufacture a crocidolite filled product and glass filled compounds. They have also been asked to manufacture, and are recently realizing, increased business for the "typical G-E" type asbestos filled compound. This material calls for Carey 7RF9. Their consumption of Carey material just before the strike, per my guesstimate, was running at an approximated rate of one truckload a month. Of course, since Carey's strike they have not been able to meet their sales demand for this product. Our match is 7RF1. I am shipping 3 tons of 7RF1 to them for trials from Luken's warehouse. Should they prove it to be an acceptable substitute I would like to capitalize on the opportunity and supply them an immediate truckload of 7RF1 to build a base for future sales for this apparent growing product. Please be prepared for such a request.

Roger Hattersley

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