

FILE NAME: TILO (TIL)

DATE: 1968 Dec 26

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DOCUMENT DESCRIPTION: Call Report RE New Yorker Article

JOHNS-MANVILLE

## CALL REPORT

ASBESTOS FIBRE DIVISION

Date of Call RECEIVED 12/17/68Territory New YorkDate of Report 12/26/68

| Account                         | Names                | Persons Interviewed | Titles |
|---------------------------------|----------------------|---------------------|--------|
| Name <u>Tilo Co.</u>            | <u>Phil Piccioli</u> | <u>Plant Mgr.</u>   |        |
| Dept. _____                     | <u>Clint Read</u>    | <u>Res. Dir.</u>    |        |
| Address <u>Stratford, Conn.</u> | <u>Bill Brennan</u>  | <u>P. A.</u>        |        |
| Subject of Call _____           | <u>Service</u>       |                     |        |
| Customer's Product _____        | <u>A/C</u>           |                     |        |
| J.M. Product & Grades _____     | <u>6D</u>            |                     |        |

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 (Q.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 - Finnerne  
H. G. Donovan  
File

Signed \_\_\_\_\_

AFD. 3

ACP 1057

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