FILE NAME: Riverside Cement (RVC)

DATE: 1974 June 25

DOC#: RVC006

DOCUMENT DESCRIPTION: Report of Telephone Call

JOHNS-MANVILLE | **CALL REPORT** | ASBESTOS FIBRE DIVISION

Date of Call 6/25/74 | Territory Los Angeles | Date of Report 6/25/74

Account	Persons Interviewed	
	Names	Titles
Name Riverside Cement	Dale Smith	Purchasing Manager
Dept.	Tom Lynard	Purchasing Agent
Address Riverside, California		

Subject of Call Closing of Coalinga & N.W.H. wire (attached)

Customer's Product Gunning Cement

J.M. Product & Grades Coalinga Blue Brand

J-M Action Requested

I will provide samples of 7MF5, 7R05 & 7T05

Competitive Situation and/or Sales Resistance

Pertinent Data

Riverside has a blanket order on Coalinga calling for 2 truckloads per week. Coalinga reported they will ship 2 this week but have only one for next week and that will be the end. On phone with them today they stated they can send one & one-half truckloads next week and that will clean them out.

Lynard stated that before Coalinga, they had used Carey grade 7MS5 which seemed to have some magic which made their product better. I note that our equivalent for the Carey grade is 7MF5 so adding that to the two Noel suggested, I offered to furnish samples of each for evaluation. We found their formulations man out of town for the week so nothing will happen until next week. I have the feeling though, that Carey may have the inside track here. Will follow closely.

Lynard reports usage = 150 tons/mo.
12
1160 tons/yr.

J. E. Connor/GHQ-2S

cc: M. D. Webb/Asbestos
File

Signed W. P. O'Reilly

AFD. 3 ACP 6793

Johns-Manville

Internal Correspondence

To: W. P. O'Reilly - Los Ang. Carson

Date: July 30, 1974

From: J. E. Connor - Denver 2S

Copies: M. D. Webb - Jeffrey

Subject: RIVERSIDE CEMENT CO.
RIVERSIDE, CALIF.

Please keep us advised of the work they are doing on using 7MF5, 7M05 or 7T05 as a possible substitute for Coalinga.

We understand they received both the GAF cars of Blue Brand from Houston.

JEC
J. E. Connor