C C for

W. C. Thurber
J. E. Walsh
NF*File
KC-File ✓
R. E. Byrne

UNION CARBIDE CORPORATION
CHEMICALS DIVISION

FOR NEW YORK OFFICE

K. Lebeis, H&C

By: T. P. Norris

Date: 8-22-74

REPORT OF CALL

Credit Dept. – ☐
Tech. Service Lab. – ☐
Special Work Requested – ☐
Chemicals Advtg. – ☐
Change Mailing List – ☐

PLAINTIFF'S EXHIBIT USG-476

Full Name	U. S. Gypsum
Address	South Gate, Ca
Mfrs. of	TJC

Interviewed (Give full names and titles)
Rich Ussak, Paint Supt.
Earl Maynard, Des Plaines, Il Research

Designate Persons Concerned And Underline If Action Is Required

The purpose of this call was to determine lack of sales of SG 210.

U.S.G. business is down as is many other mud producers because of slowdown in home starts, and a corporate edict to carry no more than a 30 day inventory of any raw material. He formerly carried a minimum of 2 C/L SG 210. His inventory is now down to 55,000 #, his current use is running at 60,000#/month, so late this month or early Sept. a release will be made. This next car will have the 3 pallets of 35# bags; these pallets should be clearly marked to show the difference between the normal bag weight of 30#. Also shrink wrap pallets @ $5.00 per will become standard.

Earl Maynard from their Research Lab was also present and discussion in depth of Cal-OSHA, and Oregon-OSHA again brought to light the serious problems facing mud producers on the West Coast and the Gypsum Drywall Contractors International (GDCI). We were advised Oregon had an injunction against the contractors using asbestos contained muds, and that the supplier (later found to be Hamilton Materials) had to supply asbestos free muds. For clarification see ROC on State of Oregon. Earl also discussed availability of T 135. Having just learned of its availability Aug 20, assured him it was again in inventory, and we could supply through '74, but would come back to him on what '75 looked like. They have apparently a dispersion problem with dry TiO_2, and

N.B. DSO Note Comp. Info

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U.S. Gypsum	

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the T 135 solves some production problems. H&C as well as ourselves will follow up closely on this.

We also discussed the Dallas plant, inquiring as to why no one with authority could give positive statements as to why we were not sharing in that business. Earl assured me the ball is in the Dallas court, as we are on the approved list as an alternate supplier. Formulations are written around SG 210, they have used it in the past, and he reasons it is strictly a matter of economics. If so we should obtain our net, net price delvd., using hopefully new revised freight rates listing our SG 210 as waste rather than shorts and thus qualifing for lower rates all over the country. It is fairly obvious that the Canadians enjoy lower rates into the U.S., than we do within our own borders.

N.B. DSO Note Comp. Info