FILE NAME: Borg Warner (BW)

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TECHNICAL PAPERS DIVISION
MARKETING DEPARTMENT
TRIP REPORT

Date: September 12, 1977

VISIT DATE: August 31, 1977

To: D. B. Wilkinson, Jr.

COMPANY NAME: Borg-Warner

ADDRESS: Bellwood, Illinois

| Personnel Interviewed: | Title: | Mead Attendees: |
|---|---|---|
| Chuck Pacola | | John Nolan |
| Ernie Ferris | | Ed Stacy |
| Bob Kearn | | |
| Wayne Bahr | | |
| Tony Ghidorzi | | |
| | | |

COMMENTS AND RECOMMENDATIONS:

Climate of Visit:

Very good - Jerry Zehner was on vacation. George Zanoni helped me with an inventory question for Germany.

Ed and I saw Chuck Pacola and discussed our approach to Japan's insisting on 200 to 500 pound shipments. He asked us to express our policy firmly while explaining the options open to them. Japan had also asked what would happen to them if Bellwood dropped asbestos and they still wanted the original grades. I told Warren to answer them with the following outline: 1.) We would make asbestos paper as long as the market was large enough and we were not prevented by either Government direction or internal health concerns. 2.) If only they and Germany wanted asbestos they would not be able to obtain the lower prices by tying into Bellwood runs.

Problem Areas - Complaints:

Japan has discoloration problem and Germany has plate delamination problem. Instability of latex might be problem with discoloration. Delamination may be a curing or resin problem which would not involve paper. Our records do not indicate any clues from the lots of paper singled out as suspect. Bellwood has not had problems with these lots of paper. The paper in jeopardy is not large and it is Warren McColl's responsibility to reply to both Germany and Japan. Ed was given additional paper and he will advise Warren if we develop new information.

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New Grades and Opportunities:

We are missing an opportunity with Kynol in off-the-road equipment plates. This is due to Kimberly-Clark's exclusive. Unfortunately, Wayne Bahr won't let it die. He wants us to get him 10 pounds and will go direct if he has to. Dangerous precedent if Bellwood buys friction paper from Kimberly-Clark - even if the quanity is small and it does not apply to automotive.

Non asbestos grades discussed and commitment reinforced. Further work with X-41 scheduled considering low cost cottons when possible. Handsheets are planned with .901 in X-41 for increased thermal resistance. Warren promised a feedback on our asbestos economy sheet even though it is on the bottom of the list.

Grade X-28 is the brightest star from Mead and Bellwood is very high on this grade for the following applications.

300 pound version - Automotive
500 pound version - Wet Brake
700 pound version - Reverse Band

Costs on the X-28 looked good to them and they want to run all basis weights again.

Ed asked for substantial size trials due to our problem in furnishing heavy basis weight grades.

The Binder-free program is active and they promised us a yes or no on this idea within a month. I do not believe this due to the complex nature of this question. I exercised tact and scheduled a meeting in one month's time when Ed would be able to attend. The previous submissions'- binder-free X-12 to X-16 showed mixed results. Good in graphite grades, bad in high asbestos and inconclusive in others. The dropping of binder would be a cost reduction for us and a paper quality improvement for them.

Wayne Bahr has some new exotics that are hopefully commercially available. He will send Ed Silicone Resins and new friction particles from 3-M.

Follow-up Required:

Ed to follow up on handsheet and production trial requests received.

Letter to be sent to Japan outlining our minimum quantity policy.

Technical meeting scheduled for the week of 9/26/77.

Explore possibility of getting Brad Wilkinson, Bill O'Donnell, and Clay Burke together with Borg-Warner management the week of 9/26/77 since they will be attending Tappi meeting. (Luncheon possible?)

JMN:har

J M Nolan

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cc: S.J.H., W.R.O., D.E.M.,
E.R.S., C.E.B., R.J.W.