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To: N. W. Hendry

Date: August 14, 1974

From: J. E. Connor

Copies: J. P. McCarthy - Waterville
M. D. Webb - Jeffrey
J. M. Bodder - Easton, Md.

S. L. Kuhn - Atlanta

D.P.A. Smyth

Subject:

DAP, INC.
DAYTON, OHIO
VISIT OF AUG. 7, WITH J. P. MC CARTHY

PERSONNEL VISITED:

DENNY MORENO - BUYER
DAN MONTGOMERY - P.A.
LARRY POORMAN - CHEMIST

1. CONDITION OF ARRIVAL - 7RF4

They are very satisfied with the unitized - shrink wrapped units of 7RF4.

2. CAREY 6D-1 AND 7R33

Because we cannot match the light color of these grades, we do not get any of their 6D or 7R requirements.

They are having problems getting the Carey 6D-1 and would like to approve a second source of supply. Although our 6D02 is darker in color, they plan to run some additional tests and we will include 4-5 bags in their next shipment.

There may be one or two products where the color can be overlooked.

We estimate they use close to 1000 tons of Carey at this location alone and should continue to push the 6D02.

Our success with the shrink wrapping of 7RF4 could increase our activity with this grade, not only at Dayton, but at other DAP locations.

J. E. Connor