REPORT OF CALL

Calidria ASBESTOS

cc for A. J. Costantin
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UNION CARBIDE CORPORATION
P.O. Box 579 Niagara Falls, N.Y. 14302

Tile/floor tile

By J. L. Myers with W. C. Thurber

Date 1/25/74

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|---|---|
| Full Name The Flintkote Company<br>Address 480 Central Avenue<br>East Rutherford, NJ<br>Mfrs. of 201-438-2800 | Interviewed<br>A. H. Hooker - Purchasing |

OBJECTIVE

Determine present opinion about Calidria and future potential for same.

DISCUSSION

Flintkote has never been an SG customer and they have consistently been opposed to any Coalinga fiber. They conducted an SG-100 trial in late 1972 that was not unsuccessful. Another trial was pending but we raised our SG-100 price and did not promote any sales because of product shortage.

They use about 20,000 TPY in floor tile at plants in Toronto, Chilicothe, New Orleans, Chicago and Los Angeles. JM-Canada is their principal supplier with some from Carey and National-Lake. At Los Angeles their delivered price was $78.60/T on January 1, 1973, $83/T on December 31, 1973, and is now 8% higher at about $90/T. They are interested in the brightness and $TiO_2$ extension potential of SG-100 but cannot foresee time for an evaluation in the immediate future. We advised that we weren't pushing now but would like to know the future possibilities for our plant expansion planning.

They continue to feel that technical problems, processing hot strength and water absorption, counter any economic or other advantages. However, they have no business reason not to use Calidria if we are competitive and solve the technical problems. They would be interested in bulk when necessary to reduce dust and when financially attractive.

Their sales manager sees a continued moderate growth for floor tile if raw materials are available. They are apparently running at about 70-80% capacity. Hooker sees no end to the $TiO_2$ shortage until the end of 1974.

Typed 1/30/74
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FEB