FILE NAME: Rogers Corporation (ROG)

DATE: 1977 Sept 27

DOC#: ROG015

DOCUMENT DESCRIPTION: Call Report RE Bleached Pulpable Bags, Sept 14 Call

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

Date of Call 9/14/77 Territory NERO Date of Report 9/27/77

	Account	Persons Interviewed: Names	Titles
Name	Rogers Corporation	Carl Welshman	Buyer
Dept.			
Address	Rogers, CT		

Subject of Call: Service

Customer's Product: Papers - Plastics

J-M Product & Grades: 5-6-7

J-M Action Requested:

Competitive Situation and/or Sales Resistance:

Pertinent Data - Bleached pulpable bags - these are necessary for a new product with Pb#5. Willing to pay extra for them. Told Mallory 9/16. We will continue to look for them.

Forecast for 1978 - 5K - 23 Tons
6D - 12 "
7RQ5 - 250 "
Pb#5 - 250 - 300 Tons

Phenolic Resins - They will continue using asbestos fiber. Recently bought Acme Resins from Chicago (a competitor) They had three lines - Foundry, Phenolic and DAP. Rogers will move Phenolic and DAP to Manchester. Acme was buying N-793-7TS from Asbestos Corp. Rogers will ask for J.M. samples if 7R is not satisfactory.

cc: J. E. Connor
R. Cree
File

Signed H. A. BOISCLAIR

AFD. 3 ASP 1202

CRMC-RogersCorp-000067