

MEMORANDUM TO: Messrs. Naught, Hoch, Compton, Wooldridge,
Kaufman, Ms. Forbes, and File

May 8, 1979

MINUTES OF THE CONFERENCE WITH JIM REED AND JOHN SOULE ON MAY 1, 1979, AT THE JOHNS-MANVILLE SALES OFFICES, 3701 LONG BEACH BOULEVARD, LONG BEACH, CALIFORNIA.

1. D. Gaches, Local Branch Manager, was unable to attend. He will be interviewed later.
2. Claremont Industries, a Connecticut Company, now submits direct bids to the GSA. JM is a subcontractor to Claremont. How far this arrangement goes back is unknown. They believe that Claremont submitted bids to the Navy in 1960. Bob Clark at W.H.Q. was stated to be familiar with this process.
3. Thorpe Insulation use to be called Plant Rubber and Asbestos where the name was changed because of competitive considerations when the Johns-Manville Contracting-Unit-Franchise was transferred to Thorpe. Jim Reed use to work at Thorpe from 1957 to 1960. He states when they couldn't get Johns-Manville products they use to sell Pabco and Kaylo. J. Cordell is the Thorpe Vice-President and very knowledgable in this area. Art Williams, Jr. was the Marine manager for Thorpe, and is also very knowledgable. John Knudson is the controller who would have the records. A Roger Bean is now retired from Thorpe and a Tracy Riley (phone 834-7294) is now in Carson and also is very knowledgable.

Sid Carpenter Insulation Company was a Marine Insulation Contractor. His current address is 528 North Marine Avenue, Wilmington. He started during World War II working for Todd Shipyard, where had had space but later moved to a separate location. Whether or not he submitted bids to L.B.N.S. is unknown.
5. Owens-Corning Contracting and Supply, these two companies are now split into a Contracting Company and a Supply Company. Reed states they took JM products and rebranded them, using the Kaylo name and Owens-Corning cartons Owens-Corning brought Marine Engineering in 1950 to 1951 which was the primary supplier to L.B.N.S.
6. George Cheap is a Fluor Manager. Fluor is currently a good customer of Johns-Manville's. He sold products to Philip Carey, Pabco Fiberboard, and Plant Rubber and Asbestos. Reed is going to call him to set up a meeting to see what we can discover concerning product identification at L.B.N.S.
7. Bruce Parker is a Johns-Manville Sealant Salesman who knows about asbestos cloth. He is now at the Long Beach plant, phone 834-6471.
8. Bill Decker is a retired Johns-Manville District Manager. His address can be found at the Quarter Century Club, Marge O'Donald is the current President.

- 9. Cerafiber replaced the loose bulk asbestos fiber about ten years ago. There is also Cerafelt which is a blanket made of refractory fiber which is like fiberglass. It is stated that these products were 30 percent more expensive than asbestos materials and were not used by the Navy due to the cost. These products have been available since the sixties.
- 10. Cobb was a very small local manufacturer of asbestos products. They are believed to have sold asbestos products to L.B.N.S., but are now out of the business.
- 11. Asbestos cloth was sold in three thicknesses, a blanket is thicker than cloth.
- 12. There is a Johns-Manville old marine catalog in Denver which describes the products for marine use.
- 13. 85 percent magnesia was made in blocks and in cylinders. It was replaced later with thermobestos and was made at the Wakeegan plant, everyone made it. It was replaced by thermobestos as the 85 percent magnesia ceiling was too high.
- 14. Johns-Manville tried to get out of the 85 percent magnesia business because it was not very profitable. Reed advises the Navy and GSA insisted on Johns-Manville continuing to produce this product although thermobestos was less dusty. The workers liked 85 percent magnesia as they could mold it with their hands.

With respect to cements, this was a dry asbestos mixture which was mixed with water to form a cement at the work site.

0352 was a finishing cement which the installers mixed with Portland cement and only had to put on one coat.

450 was an insulation cement which required a second coat.

352 was a finishing cement.

Current cement numbers are 375 and 460 which are nonasbestos cements.

6. Gus Pocius, current product manager at the Denver office (303) 773-2400 extension 1223 was the product manager for thermobestos and 85 percent magnesia locally.

7. Gordy Nyman, a JM sales representative, now lives in Scottsdale. He formerly worked as an asbestos worker at L.B.N.S. His phone number is (602) 48-2860.

8. Knowledgeable Todd employees are Bob Bromley and Marge Boyle.

9. Jobe and a Don Hinman were both stated to be retired JM Senior officials, who were very knowledgeable and who were in the L.A. area in the fifties.

- 20. Ken Thomsen is a JM District Manager. He is currently in Houston (713) 869-4881. He worked for Jobe at one time.
- 21. Marine Engineering had a facility outside the Johns-Manville Long Beach plant. It was purchased by Owens-Corning. Scotty Meechum set up the plant. He currently works for Owens-Corning in the bay area.
- 22. Lynch Asbestos Company is another manufacturer who could have gotten raw materials from other sources.
- 23. Joslyn Baum is now retired. He used to work for Plant Rubber and Asbestos, now Thorpe Insulation.
- 24. Bob Clark would have the information concerning the production of asbestos products and now they have over-lapped with the production of non-asbestos products which would perform the same function.
- 25. Milt Minear is retired. He ran Accurate Insulation Company and bought asbestos products from Cobb. He was also a distributor for Webber 48 products which became 48-Insulation.
- 26. Hank Moreno is a Johns-Manville Senior Vice-President, International, W.H.Q. who is stated to be very knowledgable.
- 27. P. J. Gartley is now in San Mateo and is a knowledgable Johns-Manville employee.

E. L. Compton, Jr.

LC:bfm

To: R. D. Batson 2-20 Date: Nov. 21, 1985

From: P. S. Moore *PSM* 2-19

Copies: K.O. Patterson, B.J. Diemer (2-20)

Subject: 85% Mag

Further to my conversation with Jim Reed about the manufacture of 85% mag, I talked to Gus Pocius.

Gus said that in his recollection the manufacture of 85% mag was discontinued at Manville about 1959 but it was produced possibly as late as the mid-1960's at Waukegan. The Navy and GSA did have 85% mag in their specs at that time but JM did not continue to manufacture the product only for the government; there were private buyers that preferred 85% mag also. The decision was made that once 85% mag fell below $\frac{1}{2}$ million in sales it would be discontinued.

*85% mag was discontinued
as a J-m product line
about 1970*

ofk

B

Manville

Internal Correspondence

To R. D. Batson

2-20

Nov. 14, 1985
Date

From P. S. Moore

2-20

Copies. K. O. Patterson, B. J. Diemer (2-20)

Subject **Conversation with Jim Reed**

Today I spoke with Jim Reed who had been interviewed in 1979 by E.L. Compton of Haight, Dickson. Mr. Reed is now at the Vernon, California District Center; his phone number is (213) 578-4707.

The reason for my call was to get more information about the comment he made in the '79 interview about the Navy or GSA insisting that JM continue to manufacture 85% Mag. Reed remembered the comment and said that 85% Mag had not been sold for quite some time on the West Coast and in 1967 he went on a trip to visit the Defiance, Manville, and Waukegan plants, and at that time he saw 85 Mag being manufactured at Manville. He asked Gus Pocius why JM was still making the product and Gus told him that the Navy still specified it and JM had to manufacture it even though the company lost money. I am going to follow this up with Gus.

Mr. Reed was employed at the JM Contract Unit in Vernon, CA from about 1954 to 1957 and worked for J.B. Jobe and Ken Thomson. Around 1957 the Contract Unit was turned over to Thorpe because JM wanted to get out of the contract business in that area. The reason that JM started a contract unit in Vernon was that OCF came into the area and took the JM distributor away from JM so the company had to have its own unit to assure sales in the area.

Reed worked for Thorpe from 1957 to 1960 and was in private business from 1960-1966. He then returned to JM as a sales rep for the Industrial Products Division. I believe he now works for Roofing - I'm having his employment record pulled.

While a sales rep for IPD, he made calls to LBNS an average of 3-4 times a month. The purpose of his calls was to find out what bids on insulation were coming up, and to give the information to Thorpe to prepare a bid. Reed would distribute product literature to the shipyard on his visits. Sometimes he would go alone and sometimes he would be accompanied by a Thorpe representative. He recalls no direct sales by JM to LBNS but thinks that direct sales could be made. The JM products he recalls being used at LBNS are Thermobestos (T-12 later), cements and Cerafelt. Leonard Huntzel of Thorpe did some quotes to LBNS.

Reed's contacts at LBNS were a Charlie Walker, former JM Lompoc employee who was an engineer at LBNS, and a Mrs. Byers (or Beyers) who was in the purchasing office. Reed would have to go through her to get an appointment, and wasn't always granted an appointment. Upon entry into the yard, visitors were issued passes that were color coded, indicating what areas a visitor would be allowed in. These passes were checked by Marine guards to make sure that a visitor did not go beyond the areas indicated by the color of the pass.

Sometime late in the 60's Reed became aware of the warning label on Thermobestos cartons. Charlie Walker at LBNS asked him what was the purpose of the labels and he told Walker that he guessed that the product could be harmful. He does not remember receiving any instructions from headquarters about the label.

Walker remembers visiting the Pad Shop at LBNS in the late sixties - he saw Thermobestos being mitered and some dust control equipment. He was never on board a ship at LBNS. He did go on board a ship at TODD Shipyard in San Pedro but didn't mention seeing an installation.

Reed said that Thorpe Insulation did apply Thermobestos on board ships at LBNS and Lou Sorrentino would have information on this.

I asked Reed if he was familiar with a company by the name of Safepac, and he said that they were a distributor for JM refractory products and their name has changed to Industrial Insulations, Inc. Jerry Malone, also a former JM sales rep., worked for Safepac. Malone's boss was Dick Strauss (sp) and they may still work there. Bill Riaski here at WHQ knows about the distribution of Cerafelt to shipyards. Chuck Hoag is the Manville District Rep for refractories, and is at the Long Beach Sales Office (213) 967-1230.

Reed says that he remembers LBNS requiring a certificate of compliance for Thermobestos in the late 60's, but the material sold by Thorpe to LBNS would be the same material sold to private individuals. He stressed that whatever was sold to LBNS had to meet the spec.

Mr. Reed was very nice, and suggested that I may want to talk to John Soulé at (213) 428-7515 before he retires at the end of the year. He also mentioned that he had worked for Chilly Childers but did not know where he is now.