PLAINTIFF'S EXHIBIT UC-374

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Proko, Dallas, Texas

INDUSTRY CLASSIFICATION: Joint Cements and Sprays

SALESMAN: J. E. Walsh REGION: Southern DATE OF CALL: 4-2-76

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	X	

PERSONS INTERVIEWED: Bob Wright, Technical Director
Kelly Booth, Purchasing Manager

CALL OBJECTIVE: Call made with R. E. Byrne on multi-plant HPO carload user.

RESULTS OF CALL: Reviewed with Kelley the plant inventories on HPO and came away with an April 15th release of a car to South Dakota. This should do for all five Proko plants in April, according to Kelly. May orders will probably go to Indiana and Texas, as the Waycross, Georgia plant servicing the Florida market still remains slow.

Asked Kelly about T-135 in Indiana, and he said that they have been instructed to use it up and not reorder it. Proko has replaced both TiO_2 and Cellulosic in their formulations due to the continuing increasing costs of these ingredients. We went out on T-135 with the TiO_2 replacement, which I believe I heard mentioned here in the past to be Lithipon.

The positive side of the ledger was marked by Bob Wright's comments that their business is booming and they are in the process of doubling the capacity of their South Dakota and Texas plants. Although they have formulated asbestos levels in their products down from 5% to under 2%, this capacity increase should keep us equal or slightly ahead.

Wright also claimed to be upset about the attached "Asbestos Fiber Supply and Demand" report he received from J-M. There was a cover letter, also, which I did not get a copy of that requested answers to such questions as, "What effect do you think State, Federal, and Local agencies will have on asbestos usage in the next 2-3 years?" (see Page 2)

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: REB:JRL:TPH:WCT:KC-FILE:NF-FILE

RESULTS OF CALL, continued:

The report highlights the continuing and growing asbestos shortage, the need for more money for exploration, and the anticipated cost increases of 20% per year to develop material to meet projected demands. Emphasized to Bob that this was not the case with CALIDRIA, as we have an overabundant supply of ore and any hangup, if we had one, would be in the capacity of our plant to process the ore. Between the major joint cement producers pushing asbestos-free, and the Canadian manufacturers projecting shortages and cost increases, we seem to be the only positive force in the asbestos market.