METALS DIVISION

CUSTOMER CALL REPORT 3G1322-2

CUSTOMER & LOCATION Chevron Asphalt Company
575 Market Street
San Francisco, California 94120

INDUSTRY CLASSIFICATION Asphalt Coatings

SALESMAN T. P. Norris REGION Western DATE OF CALL 6/9/76

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

PERSONS INTERVIEWED: Bob Ayres, Purchasing

CALL OBJECTIVE: Attempt to salvage HPP potential sales.

Do not require specification

RESULTS OF CALL: The potential for HPP sales into their "Walk Top" asphaltic coatings is no longer being considered. The evaluation of HPO is being continued, but at this time, it appears Calaveras Asbestos, formerly Pacific Asbestos, Copperopolis, California is the strong contender. Calaveras is being distributed by Special Asbestos Company, Milwaukee, Wisconsin. They are being offered a 7R grade, longer than the Canadian 7R, but shorter than their 7M, @ $105.00/ton. FOB, plant. These are Pressure Pack units. Their original intention in evaluating the HPP was to, hopefully, reduce their already low dust emission, as J.M. was shipping (Pressure Pack Units). Since the pellets don't work, they intend to stick with an already proven system, that being the Pressure Pack Units. Even if our price was close, we would also have to package in this manner. Nonetheless, until proven otherwise, we will continue to pursue this business.

7/9/76 - ordered 400 # HPO, evaluation.

FOLLOW-UP ACTION REQUIRED: We will continue to work closely through H&C.

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEL, KC-FILE. NF-FILE
MK R. L. Schult, J. E. Lenahan, J. R. Loughlin

PLAINTIFF'S EXHIBIT
Union Carbide 379