CUSTOMER CALL REPORT

CUSTOMER & LOCATION Intercoastal Paint, Houston, Texas INDUSTRY CLASSIFICATION Coatings

SALESMAN J. E. Walsh REGION Southern DATE OF CALL 5-5-78

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

PLAINTIFF'S EXHIBIT
Union Carbide 454

PERSONS INTERVIEWED: Mike Petil, Technical Director
Albert Stephenson, Plant Manager

CALL OBJECTIVE: Call made on RG-244 sampled prospect.

RESULTS OF CALL: Intercoastal finally has hired a new technical man in Petil who came from Ohio. Albert no longer has to solve problems without any technical background and is glad to work on only production problems. Introductd 244 to Petil who was not familia with its use in coatings and discussed the various competitive products and present applications in use now. Being unfamiliar with asbestos, toxicology was brought up and the discussi was diverted to that subject till it looked like it was put aside for awhile. Although Petil did say he would look at 244 as a Bentone replacement he was not very encouraging that we would get any business as he claims Intercoastal is satisfied with the quality of all its products and is not looking to change anything that is now working O.K.

FOLLOW-UP ACTION REQUIRED:
J. W. - Phone Petil around 6-15 to check on his 244 evaluation.

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