CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT
Union Carbide 547

CUSTOMER & LOCATION: Celotex Corporation Tampa, Florida INDUSTRY CLASSIFICATION: Roof coating

SALESMAN: J.E. Welsh REGION: Southern DATE OF CALL: 2-21-80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Dust Count Report
- ☐ Health & OSHA Information Blue Book
- ☐ Other, specify below

PERSONS INTERVIEWED:

Ross Winter Manager of roofing purchases
Donna Keller Purchasing Agent

CALL OBJECTIVE:

Call made to solicit business for their roof cements.

RESULTS OF CALL:

The Celotex division was split up into 3 distinct groups last year and Ross is now heading up the fiber group doing the raw material purchasing for their roof coatings. Donna transferred in from their Memphis plant and does the actual purchasing of asbestos so time was spent advising her of the past background at Celotex on CALIDRIA and project work that was done with their research group. Again the feeling here was that they were anticipating asbestos supply problems later on in the year and were doing their strike planning work now. Advised both Ross and Donna of the demise of our bulk handling concept with research and of the fact that we were sending in a sample of SG144 for evaluation as an approved product for their roof coating materials. Strongly stressed the need for Celotex to establish a purchasing history again with us and calculated that Houston was our best opportunity for business with 144 delivering in there at about 11.5¢ lb. If Walt approves the sample which he should I suspect that we will get an order or two for Houston so that they get on our books in case a supply problem develops.

FOLLOW-UP ACTION REQUIRED:

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NF PERMANENT FILE

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