CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT UC-253

CUSTOMER & LOCATION: Dominion Paint Manufacturing Co. Virginia Beach, Virginia

INDUSTRY CLASSIFICATION: Coatings

SALESMAN: J.E. Welsh REGION: Southern DATE OF CALL: 5-2-80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Joe Bass Plant Manager

CALL OBJECTIVE:

Call made on CALIDRIA prospect manufacturing coatings.

RESULTS OF CALL:

Dominion was formerly known as Neptune Coating and Chemicals and is still listed that way in the local yellow pages. CALIDRIA was a new item for Bass so the complete story was presented to him with emphasis on 244. Right now Dominion uses about 500-1M lbs/month of Bentones 27, 34 & 38 in their alkyds and are not satisfied with them quality or price wise. Went over the two negatives of flattening agent and Hegman rating and then poured on all the plusses of 244 as a Bentone competitor. A sample is on the way to Joe now for evaluation initially in their anti-fouling formulation which seems to be causing them the most problems. Our brochure, price list and T.I.B's are available for reference and the suggested starting method for replacement evaluation work was discussed with Joe so he can get started right away when the sample arrives.

FOLLOW-UP ACTION REQUIRED:

J.W. - Phone Bass 6-2 to check on his RG-244 evaluation vs. Bentone.

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