METALS DIVISION

CUSTOMER CALL REPORT

Sale

CUSTOMER & LOCATION Wyandotte Paint, Norcross, Georgia INDUSTRY CLASSIFICATION Coatings

SALESMAN J. E. WALSH REGION SOUTHERN DATE OF CALL 4-25-78

PRODUCTS DISCUSSED:

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

Other:

PLAINTIFF'S EXHIBIT
UC-319

PERSONS INTERVIEWED: Jim Stanley, Technical Director
Doug LeBarron, Chemist

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

RESULTS OF CALL: Wyandotte was sampled after discussing the merits of 244 with Stanley at a local coatings meeting two months ago. Initially only our brochure was sent but a sample request followed soon afterward. Discussed the toxicology and regulatory issue with Stanley and provided him with copies of our coatings dust monitoring compilation and an MSDS. Mentioned to Jim that we had been in to see Craig Larson at their Detroit plant and received an enthusiastic reception which at least let him feel that he wasn't a lone eagle at Wyandotte looking at asbestos. LeBarron has not evaluated the 244 sample but said its priority has come up and he will do so in the next 30 days and let me know the results. They will look at it to improve the bridging properties in a plastisol formulation.

FOLLOW-UP ACTION REQUIRED:

J.W.- phone LeBarron 5-25 to see how the evaluation went.

COPIES TO: E. J. Kleber, NF

REB: JRL: TPN: WCT: KC-FILE: NF-FILE

Published by AsbestosClaims.Law
asbestosclaims.law/library/15573/1

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Wyandotte Paint Products, Detroit, MI

INDUSTRY CLASSIFICATION: Coatings

SALESMAN: Edward J. Kleber w/ R. E. Byrne & A. T. Callas (A. T. Callas Co.)

REGION: Midwest

DATE OF CALL: 2/8/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Walter Kouchurek - Chemist

CALL OBJECTIVE: See if Walter has done any further work on our products.

RESULTS OF CALL:

Walter tried RG-144 in a dip coating and the flow characteristics were terrible. After a little bit of talking, we came to the conclusion that perhaps Howard had too much RG-144 in in the first place, thereby hindering the flow. Walter more or less agreed with our assessment and has promised to try the RG-144 again this time at about half the level that he used before. Walter used about 1.2 times the amount of Cab-O-Sil he would use in that application we suggested he cut it in half and then "fine tune it" in from there.

FOLLOW-UP ACTION REQUIRED:

ATC - Keep on top of Walter.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

dal 3/13/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Wyandotte Paint Products Co. Detroit, MI

INDUSTRY CLASSIFICATION: Coatings

SALESMAN: Edward J. Kleber w/ A. T. Callas (A. T. Callas Co.)

REGION: Midwest

DATE OF CALL: 2/16/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Taki Anagnostou - Vice-President of R&D

CALL OBJECTIVE: Welcome Taki to his new job.

RESULTS OF CALL:

Taki has recently left as Technical Director of Mortell and is now firmly ensconced as the Vice-President of R&D at Wyandotte Paint. Rumor has it that Wyandotte gave him everything but the kitchen sink, and he seems very happy indeed. His job has been defined for him and in no uncertain terms. Wyandotte Paint with the development of the zincromet system for corrosion protection on cars has been far and away the leading supplier. The current thinking is that in three or four years, other paint suppliers will have caught up to Wyandotte and through an agressive research and development program Wyandotte wants to stay ahead of the competition in other areas. Taki told us flat out that there is no way we are going to go into the zincromet system. He claims the coating is too thin first of all, and they already have a winner, one they're not going to mess with. As far as new applications are concerned, there are many to look forward to here. Taki has been given a free hand and with his knowledge and background on our materials, we should be in pretty good shape. As far as can be seen there may be two stumbling blocks at Wyandotte. First of all, Wyandotte has never used asbestos and the thought of using a material like this may cause some problems. Second of all, resistance by the auto companies could hurt us a little bit. On the positive side, however, many of the new areas Wyandotte wants to go into will be non-automotive applications, such as zinc-rich primers for bridge coatings. There is no question that Taki knows our products probably as good as anyone in the field, the question is how much work does he want to do with asbestos.

FOLLOW-UP ACTION REQUIRED:

EJK/ATC - Stay close to Taki.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

3/13/79

Published by AsbestosClaims.Law

asbestosclaims.law/library/15573/3

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Wyandotte Paint, 26 Airview Road, Rexdale, Ontario, CANADA

INDUSTRY CLASSIFICATION: Paints & Coatings

SALESMAN: Gordon L. Dickson w/E. J. Kleber

REGION: Eastern

DATE OF CALL: 2/27/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Dennis Johnston - General Manager

CALL OBJECTIVE:

Introductory call on "Calidria" RG-144 and RG-244 prospect.

RESULTS OF CALL:

Although this was my first meeting with Dennis, Ed had met him in December at Wyandotte's plant in Detroit. The Rexdale plant is presently producing only a very small amount of product and will not be in full operation for at least two months. Both the Wyandotte people in Detroit and Dennis are familiar with what RG-144 and 244 will do and so our big effort now is to get them to use it in some of their product lines. Dennis has a few ideas of his own and will do work on the lab samples that we delivered, but unfortunately, this could be months away. Their laboratory is far from being completed and the normal problems of installing new production equipment will be a full time job for him. It was originally felt that Dennis was very much down on Harrisons & Crosfield (our Toronto based Canadian distributor) but it appears that this will not be a serious problem.

FOLLOW-UP ACTION REQUIRED:

GLD - Visit again in 2-3 months. Then, if it looks advisable, make a joint visit with H&C sales representative.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

dal 2/28/79

Published by AsbestosClaims.Law
asbestosclaims.law/library/15573/4

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Wyandotte - Togo Birmingham, MI

INDUSTRY CLASSIFICATION Sealants

SALESMAN Edward J. Kleber w/A. T. Callas

REGION Midwest

DATE OF CALL 3/19/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Dr. Yalman Balta - Technical Director

CALL OBJECTIVE: Initial call on new sealant producer.

RESULTS OF CALL:

Wyandotte-Togo is a joint venture of Wyandotte Paint (U.S.) and Togo (Switzerland). Yalman said that Togo is the largest sealant producer in Europe, having 40% of the entire European market. Their specialty is the sprayable, chip resistant plastisol underbody, rocker panel and wheel well "coating."

Yalman says that Togo does not use and to the best of his knowledge never has evaluated our products. I ran through the Grace distribution story, but SX-14 and SX-24 didn't ring any bells either.

Currently, they produce only one sealer, which was being produced by the now defunct Chem-Tech Company. They got into business by buying Chem-Tech's equipment and the one formulation they are now selling. Yalman's job right now is to check out U.S. chemical materials and he has promised to give RG-144 and RG-244 a look.

FOLLOW-UP ACTION REQUIRED:

EJK - A. T. Callas will stay on top of Wyandotte-Togo.

COPIES TO: JRL:TPN:JEW:KC-FILE:NF-FILE NF PERMANENT FILE ☐

dal 3/21/80

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Wyandotte Paint Norcross, GA INDUSTRY CLASSIFICATION Coatings

SALESMAN J.E. Walsh REGION Southern DATE OF CALL 8-26-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Tom Marcotte Technical Director

CALL OBJECTIVE:

Call made on CALIDRIA prospect manufacturing coatings.

RESULTS OF CALL: We danced with the Wyandotte people here about 3-4 years ago but never got much going as it was during the height of the negative publicity. It's new faces all around; so, when Tom said he wasn't familiar with CALIDRIA, I decided not to bring up the past and started the education process from scratch. One area that Tom could see that he wanted to take a look at 244 was in a primer coating formulation where viscosity build was needed. A sample is on the way to him now, and he will play around in the lab with it in the primer and a couple of other areas. He commented that he thought their Michigan headquarters would be a prime prospect for 244 as they manufactured the majority of their zinc-rich coatings. Left Tom with our brochure, price list and my card to call if he had any questions or problems.

00329

FOLLOW-UP ACTION REQUIRED:

GLD - This might be a good time for either you or Callas to go back into their Troy, Michigan headquarters to see if they will look at 244 in their zinc-rich primers.

JW - Phone Tom 9-22 to see if he has looked at 244 in their primer formulation.

COPIES TO: GLD TPN: DFD :GMI: KC-FILE: NF-FILE NF PERMANENT FILE ☐