JOINT CALL REPORT

SALESMAN: J. E. WALSH INDUSTRY: DISTRIBUTORS DATE: 8/27/84

ACTIVITY: Sales calls in the Orlando-Sanford, Florida area.



RESULTS OF CALL

C.L. Industries - Orlando, FL - Tom Carr, General Manager.
C.L has been a steady HPO customer but Tom said they were recently cited by state OSHA people as being over the TLV on asbestos. The state people had four monitors around his plant and only 1 personal sample was over for a ten minute sampling while all the other fiber levels were well below the allowable limits. C.L has made the changes suggested by the enforcement people and Tom has been in contact with a local NIOSH approved sampling company who will come in and test them to insure that they are below the allowable limits. Hedman had been in with a sample through Ambrosia, their distributor and Tom said they were thinking of evaluating it being as it was touted as a non asbestos product. Showed the asbestos warning on the Hedman bag to Tom who said that no further work would be done on it if it was indeed asbestos as they fully expect the monitoring they will shortly have done will show them to be below the allowable limits and let them continue to use HPO. Asked Tom to have the local sampling company give me a call if they had any questions on CALIDRIA or if for some unforseen reason the monitoring did not show them to be below the regulatory limits.

Chemstone- Sanford, FL - Joe Scarlotta, Plant Manager.
Chemstone was formally National Time and moved to these larger quarters about six months ago. Joe said he is doing more redistributing of decorative stone and compounding of epoxy patch for cypress than manufacturing the cypress clocks and tables they did in the past. Joe confirmed that they did compound 244 into epoxy for Cypress Unlimited also in town but that the sale was actually made through Southern Leisure & Time his distributor for the Chemstone epoxy line products. Joe said he received our notification of the distributor switch to Lenape and advised Tom Greco of Southern Leisure to place his orders for 244 with Lenape. Greco was out of town today but he operates out of the building in back of Chemstone and Joe said he would remind him again about 244 and let him know that I had stopped in. Lenape will follow up with Greco at Southern Leisure on 244.

Cypress Unlimited - Sanford, FL - Leonard Bradson, Production Manager.
Cypress manufactures a variety of cypress wood specialty products in the facility that formerly was occupied by National Time. Leonard said that presently they were buying epoxy patch from Chemstone in town who it was later determined to be the former National Time. The frequent name changing and movement is not unusual in the Florida market. Leonard said that their business has been extremely good and that they were going to start making their own patch shortly. I gave Leonard Lenape's address, phone number and a contact to place orders for 244 with and left him with my card in the event he had any difficulty placing an order for 244. Lenape will make period calls here when in central Florida.

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METALS DIVISION - CALIDRIA ASBESTOS

JOINT CALL REPORT

SALESMAN: J. E. WALSH INDUSTRY: DISTRIBUTORS DATE: 8/28-29/84

ACTIVITY: Sales calls in the Tampa-Clearwater, Florida area.

RESULTS OF CALL

Gardner Asphalt Corporation - Tampa, FL - John Tillman, Operations Mgr.
A complete change of cast here now so I filled in John about our background and former sales of HPO to them. The best fit appears to be the typical aluminized coating application and samples of HPO have been sent in for evaluation. If approved they would buy LTL and pick up in Atlanta at Lenape's warehouse. Gardner is still Lake Asbestos's U.S. distributor and our cost makes us too expensive for them to use in their main line black coatings. Lenape will follow up on the sample evaluation.

Pilgrim Permacoat - Tampa, FL - Bob Furlong, Vice President
Bob advised that their major customer and the one that started their business, Corban, closed up shop June 1. Corban was a unit of Armco Steel and Armco decided to shut down and lay off 400 people for economic reasons. Although it is a blow to Pilgrim it isn't catastrophic as they have been expanding their base over the years and the former manager of Corban is setting up shop in Pascagoula to manufacture the same products there. Lenape has been by to see them and they have placed an initial order with them. Our HPO/244 business will continue to reflect Pilgrim's sales as they are content that it is the best material available and are not hung up on asbestos. Lenape will make quarterly sales calls at this account.

Polygard Inc. - Tampa, FL - Bob Emerson, Plant Manager.
Bob is a former Reichhold sales manager who opened up shop here selling epoxy and polyester specialties. He knew of 244 from his Reichhold background and mentioned that he thought they were wrong for not using it but were too afraid of their own law dept. Polygard will continue to use it and it is the only thix agent used so sales here will be based on Polygard's business. Lenape will be making annual sales calls here.

Bradson Supply - St. Petersburg, FL - Rick Treneau, Plant Manager
Went to the original Bradson Marine location and was advised that they had moved to Clearwater and proceeded there to find them in the process again of moving. This time they are going to be in St. Pete by September 1. Discussed the RG144 usage here and Rick said they use it in epoxies to thicken the resin into paste form to use as an adhesive for setting reinforcing rod in masonry. They have about a dozen bags of 144 left now Rick said and I gave him the info on how to place an order with Lenape which he expects to do after they move into their new location. Fill in Lenape on their new address and recommended twice a year call frequency here.

Dyco Coatings - Clearwater, FL - Jim Ulery, Plant Manager; Buck Hourigan, Technical Director.
Stopped in to see Jim first and he said all was well with HPO but suggested that I see their new T.D. Hourigan as he is not as involved with formulating

(Over Please)

JOINT CALL REPORT

SALESMAN: J. E. WALSH INDUSTRY: DISTRIBUTORS DATE: 8/30-31/84

ACTIVITY: Sales calls made in the South Florida area.

RESULTS OF CALL

Pentagon Plastics - W. Palm Beach, FL - Tim Gray, Technical Director
Pentagon is a member of the roof coating mfrs. association and listed as a supplier of asbestos encapsulated products. After a discussion with Tim on our fiber it was determined that the asbestos encapsulation that Pentagon refers to in their product line is of the school and commercial building type. They supply their "Firechek" coating to cover up rather than remove loose or disintergrating asbestos insulation. They have never used asbestos in their products and their parent company in England who directs them is not interested in their evaluating any asbestos products as their product line goes in the other direction.

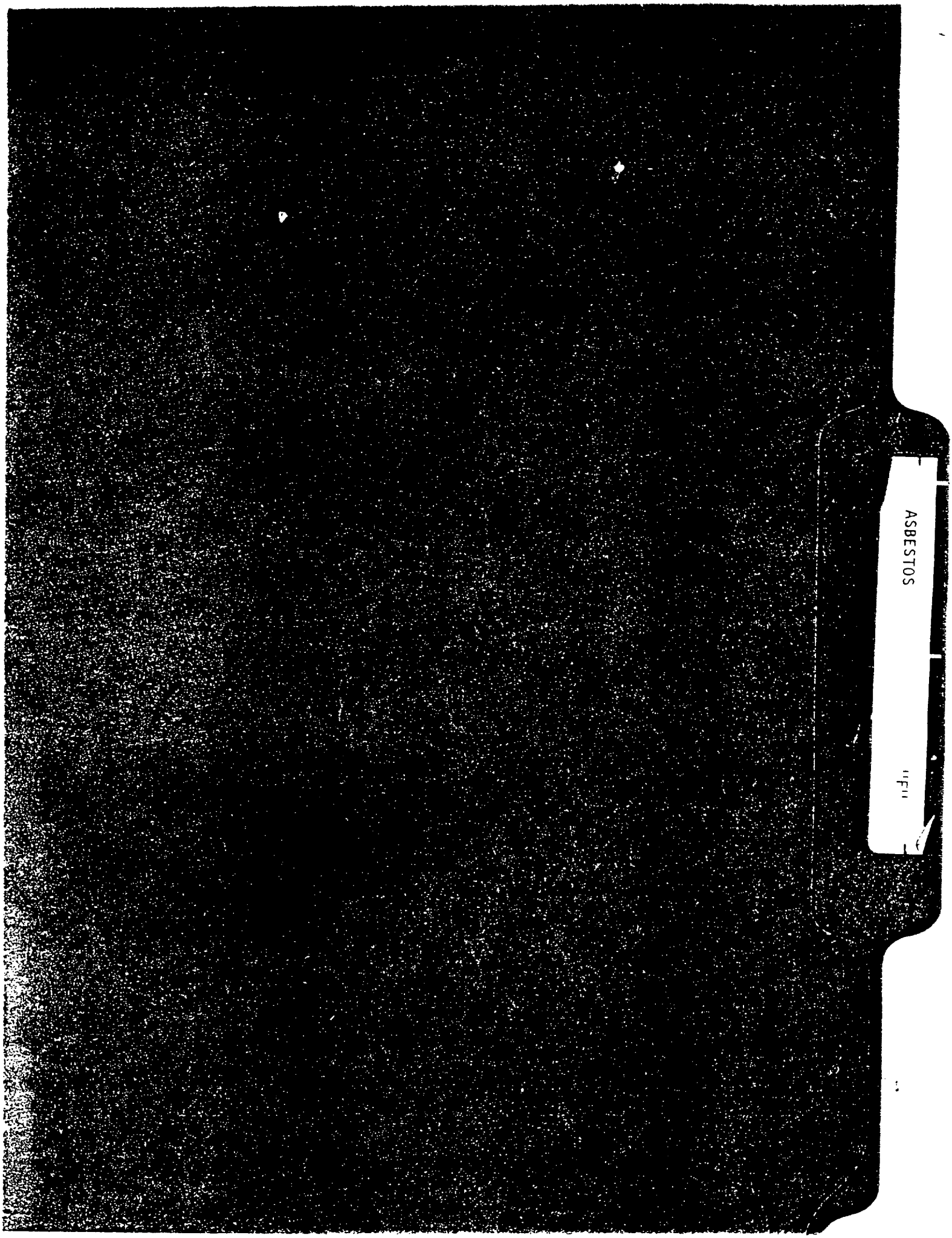
Bridgeport Chemical Corporation- Pompano Beach, FL - Jeanette Amengual, Purchasing Agent.
Paul Meli the V.P. and my normal contact here was off on vacation. Jeanette said that Paul is hot and cold in so far as 244 is concerned as he only has her order it when the publicity and negative issues are in the lull period while Cab-o-Sil is used during flareups on school insulation and Johns Manville. They have all the info to reorder from Lenape when Meli feels it is OK to do so and Jean said she will contact them. Periodic calls here by Lenape is all that is required.

Pan American Stone Company, Inc. - Lake Worth, FL - Nick DiNorcia, Owner.
Pan Am had a long yardfull of a variety of stone, marble and flooring products. They have the widest variety of stone in south Florida and after discussing the possible use of HPO to help set the stone or marble on vertical surfaces it was determined that presently they use concrete for all their set work. They can vary the consisting of the concrete on vertical work and so far have not had any need for additives to it. They also do not get involved in any epoxy flooring work as it is farmed out to contractors.

Pflueger Mare-Hallandald, FL - Pat Gillis, Plant Manager.
A HPO sample had been in here for evaluation as a possible replacement for burlap as a reinforcing agent in molding and Pat said that Pflueger had some concerns about asbestos because of its notoriety but he tried it anyway and it didn't work as well as the special burlap they import. Pat also said USG also has a new plaster with glass fibers out on the market that also worked better than our HPO but not as good as burlap. They plan to stick with the burlap as long as it is available and do not have any further evaluation programs going on now to replace it.

AIA Waterproofing- N. Miami, FL - William Torres, Owner
AIA purchased HPO in the past for an acrylic roof coating exported to Venezuela to be airless applied. They had a variety of problems with bad credit and application and got out of the business for awhile but now they are back in it again

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