METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT
UC-521

CUSTOMER & LOCATION Standard T Chemical Company Dallas, TX

INDUSTRY CLASSIFICATION Coatings

SALESMAN J.E. Walsh REGION Southern DATE OF CALL 2-27-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Ollis Walker Technical Director

CALL OBJECTIVE:

Call made with Ross Frank of D & F Distributing on CALIDRIA prospect.

RESULTS OF CALL: Standard T is Monky Ward's main private label packager of paints in addition to their own industrial line of products. Discussed 244 when it was determined that they used thixatrol but I must have silver tongued it as it was three quarters of the way through the pitch that the word asbestos came up again which brought the conversation to a halt. Ollis said he must have missed it earlier, but that if 244 was an asbestos product they had a corporate ban on the use of it. They were a user prior to the barrage of negative publicity a couple of years back and decided that they would formulate it out and have not used any in at least three years. They also did the same thing with mercury and no longer use it.

FOLLOW-UP ACTION REQUIRED:

TPN - If we want to present our case and try and reverse the ban Ollis said the man to see would be Howard Wendelstaedt at their corporate headquarters in Chicago. If you make it past him, Ollis advised that he would probably direct you to someone at their R & D Labs in Chicago Heights.

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ACL Doc 15759 · Page 1 of 1 asbestosclaims.law/library/15759/1