CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Materials Corporation
27350 Gloede
Warren, MI 48093
313/774-0900

INDUSTRY CLASSIFICATION: Sealants & Coatings

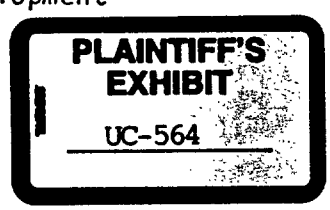
SALESMAN: Gordon L. Dickson & J. E. Walsh · REGION: Eastern · DATE OF CALL: 8/6/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

R. J. (Bob) Hillerman - Manager Product Development



CALL OBJECTIVE:

Account maintenance plus introduce Jack.

RESULTS OF CALL:

Good first meeting with Bob. Learned that we will be getting continuing RG-244 business from their Stroud, OK, plant which may eventually spill over to their Warren plant. No idea what it is going into or the potential. Discussed briefly HPO for aluminized roof coatings and Bob requested a bag sample. Again we did not find out what type of application he had in mind although they do make various types of asphaltic coatings. Jack asked about Allied Construction in Dallas having Allied Materials in Stroud produce an asphaltic pipe adhesive for them and Bob indicated he would check to see if this was being done.

FOLLOW-UP ACTION REQUIRED:

Send HPO bag sample to Bob (requested 8/6/80 - L. J. Grogan). Maintain normal call frequency.

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

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dal 8/11/80

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dal 8/11/80

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Materials Warren, MI

INDUSTRY CLASSIFICATION: Auto Sealants

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 2/13/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bob Hillerman - Technical Director

CALL OBJECTIVE:

Account maintenance

RESULTS OF CALL:

Bob says business is slow, but not a complete disaster. He fully expects an automotive turnaround by the start of the second quarter.

Ford's uneasiness about using asbestos has been brought to Bob's attention and although at present he knows very little about it, he is meeting with Ford next week and try to get their position clearly stated.

JEW - Bob was unaware of Allied Construction in Dallas having material private labelled at Stroud. He said he would pursue it and let me know what he thought the situation was. His gut reaction was that it was probably an asphalt base highway seam sealer, since they do a lot of private labelling in that area. If so, they use Canadian because Bob has never seen the cost/performance benefits we extol in that kind of product.

FOLLOW-UP ACTION REQUIRED:

EJK - Normal calls.

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dal 2/22/80

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Allied Materials Warren, MI

INDUSTRY CLASSIFICATION Sealers

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 2/15/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Bob Hillerman - Technical Director

CALL OBJECTIVE: Routine

RESULTS OF CALL:

Bob was very interested in our conversations with General Motors and seemed pleased that we may have at least opened up some lines of communications. He still feels that the furor over asbestos is ridiculous, but he's also in a real world and realizes that there are cases where he needs to sell products that do not contain asbestos.

When asked how his work on RG-244 was coming, Bob replied that it had been pretty much shelved recently because of the toxicology furor. We intimated to him that our opinion was he should get back to work on them.

While sitting in Bob's office we heard his secretary in the background on the phone telling someone that tomorrow a truckload of Cab-O-Sil's sweepings should be in, however, if it was not available Cabot would send them a truckload of M5. That is no doubt going into the 201 sealer.

FOLLOW-UP ACTION REQUIRED:

EJK - Probably the only way to motivate Bob is going to be to keep positive information coming into him from both us and his suppliers by using asbestos in sealants.

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dal 3/14/79

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Materials Stroud, OK

INDUSTRY CLASSIFICATION: Asphalt Coatings

SALESMAN: J.E. Welsh REGION: Southern DATE OF CALL: 4-22-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

H. Higgins Purchasing Agent

CALL OBJECTIVE:

Call made with Ross Frank of D & F Distributing on RG110/244 customer.

RESULTS OF CALL: This is quite an extensive facility being the major employer in town operating both a refinery, roofing plant and specialty products manufacturing facility. Higgins spent 18 years in the roofing department before becoming P.A. for the specialty products group where our 110 and 244 are used in asphaltic products. The 244 is a new application that came on stream the last quarter of last year and goes into an asphaltic automotive underbody coating supplied to the new GM plant in Oklahoma City. The 110 is an old stand-by that is used in their asphaltic roof cements. Business has been good so far this year and Higgins expects it to continue especially on the new GM business as the assembly plant is running all out.

FOLLOW-UP ACTION REQUIRED:

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