METALS DIVISION - CALIDRIA ASBESTOS

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT UC-588

CUSTOMER & LOCATION: Celotex, Tampa, Florida

INDUSTRY CLASSIFICATION: Roof Cements

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 5-16-79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Ross Winter, Purchasing Agent.

CALL OBJECTIVE:

Call made on purchasing headquarters of Jim Walter Corporation.

RESULTS OF CALL:

Filled Ross in on the slow progress made to date on moving on with the bulk handling pellet concept and he was surprised that Walt Butterfield in R & D wasn't pushing harder on it. He said he would get with Walt when he comes back from vacation and review it with him and let me know where it stands. As far as their Carey Asbestos group is concerned Ross said they are still fighting for an appeal in the courts. After the original divestiture order two years ago they fought and lost an appeal and have gone on to a higher court but they feel that their chances are small of keeping the Carey operation. and probably within two years will have sold it. Along that line Mo Disalvo the president of Celotex of which Carey is a part has called a meeting on the Carey subject for a couple of weeks from now which Ross feels will define their course of action in the event or when they no longer own Carey.

FOLLOW-UP ACTION REQUIRED:

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

NF PERMANENT FILE ☐

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Celotex Corporation Tampa, Florida INDUSTRY CLASSIFICATION: Roof coating

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 2-21-80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Ross Winter Manager of roofing purchases
Donna Keller Purchasing Agent

CALL OBJECTIVE:

Call made to solicit business for their roof cements.

RESULTS OF CALL:

The Celotex division was split up into 3 distinct groups last year and Ross is now heading up the fiber group doing the raw material purchasing for their roof coatings. Donna transferred in from their Memphis plant and does the actual purchasing of asbestos so time was spent advising her of the past background at Celotex on CALIDRIA and project work that was done with their research group. Again the feeling here was that they were anticipating asbestos supply problems later on in the year and were doing their strike planning work now. Advised both Ross and Donna of the demise of our bulk handling concept with research and of the fact that we were sending in a sample of SG144 for evaluation as an approved product for their roof coating materials. Strongly stressed the need for Celotex to establish a purchasing history again with us and calculated that Houston was our best opportunity for business with 144 delivering in there at about 11.5¢ lb. If Walt approves the sample which he should I suspect that we will get an order or two for Houston so that they get on our books in case a supply problem develops.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: JPL:TPH:JLM: :KC-FILE:NF-FILE NF PERMANENT FILE

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METALS DIVISION - CALUMET ASBESTOS

CUSTOMER CALL REPORT

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INDUSTRY CLASSIFICATION: Roof Cements

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 5-16-79

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NF PERMANENT FILE ☐

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Celotex Corporation Tampa, Florida

INDUSTRY CLASSIFICATION: Construction 'aterials

SALESMAN: J. E. Walsh REGION: Southern DATE OF CALL: 6-29-77

PRODUCTS DISCUSSED:

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

Other: _____

PERSONS INTERVIEWED:

Neil Spillane - Purchasing Agent

RECEIVED
JUL 8 1977
UCC-CALIDRIA

CALL OBJECTIVE:

Call made on purchasing headquarters.

RESULTS OF CALL:

hed Neil if he could lend any insight into the word I had gotten from Jim Schnieter in research at they were going asbestos-free. Neil said the decision was made without regard to the fact at they owned Carey and was based on the fact that none of the three maior producers used bestos; their marketing people could see no advantage to having an asbestos-containing product: d their law department was concerned about the potential liability claims they could get involved th using an asbestos-containing material. Neil would prefer to do business with Carbide and s asbestos products and promised to provide all the positive push he could on the realization our bulk handling concept for their roof coating materials.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Mktg. Services; Others: REB:JRL:TPN:WCT:KC-FILE:NF-FILE
J. E. Lenahan

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Celotex Corporation Tampa, Florida INDUSTRY CLASSIFICATION: Roof coating

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 2-21-80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- ☐ MSDS
- ☐ Dust Count Report
- ☐ Health & OSHA Information Blue Book
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