METALS DIVISION - CALIDRIA ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Harrisons & Crosfield (Canada) Ltd.
100 Alexis Nihon Blvd.
St. Laurent, Quebec, CANADA

INDUSTRY CLASSIFICATION: Distributor

SALESMAN: Gordon L. Dickson & R. E. Byrne, Jr.

REGION: Eastern

DATE OF CALL: 3/12/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PLAINTIFF'S EXHIBIT UC-597

PERSONS INTERVIEWED: Claude Lambert - Sales Representative

CALL OBJECTIVE: Joint calls on "Calidria" customers.

RESULTS OF CALL:

1. Morvan, Boucherville, Quebec — Pierre Morvan - Plant Manager

Morvan is Claude's biggest RG-244 customer, using it in primarily in polyester patching compounds for autos and boats. Went over the whole "Calidria" story, especially the health aspects, and Pierre appeared satisfied that he did not have any problems that he could not handle. One customer, C.P. Air, who uses their compound on airplanes, has requested an asbestos free product but, as they are a very small user, he is not unduly concerned about it. Requested our RG-244 blue booklet and a sample kit of UCC silicone deformers which R. E. Byrne will send to Claude.

2. Duochem, Boucherville, Quebec — Tom Davies, Chemist

Duochem's main products are coatings and adhesives. Presently buying small amounts of RG-244. Bob reviewed the advantages of it versus pyrogenic silica and it appeared to arouse considerable interest from Tom. Promised to do some lab work on several of the larger selling products in order to ascertain if it indeed works as well as we said that it did. Claude will stay in close contact as he feels that they represent a good potential for him.

FOLLOW-UP ACTION REQUIRED:

Send Claude RG-244 Health Brochure, silicone samples and RG-144 & 244 literature for Duochem.

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3/12/80

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PERSONS INTERVIEWED: Ken McDougall - Sales Representative

CALL OBJECTIVE: Joint call on Iroquois Resins Limited, Cornwall, Ontario

RESULTS OF CALL:

Iroquois is either the second or third largest polyester producer in Canada, Fiberglass of Canada being number 1 and Reichhold either second or third. They use about 100 M lbs. of Aerosil 200/year, but no Cab-O-Sil as they feel the former gives much more consistent results. Went over the RG-244 story with George Altounian, their technical supervisor, as our former contact here (Andre Loyvet) is now in Toronto. George is aware of the health problems involving asbestos but is hot to trot and intends to run a plant trial within two weeks. (Does not plan any lab work previous to this.) Will follow up with Ken McDougall for 100 or 200 lbs. of RG-244 for the trial which Ken will ship as a sample if his management okays it.

FOLLOW-UP ACTION REQUIRED:

If their initial work, probably in a general purpose resin, is successful they will eventually want a dust monitoring in their plant which we offered to provide.

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