METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Celanese Plastics & Specialties Co.
P. O. Box 1962
Bishop, TX 78343
512/584-3511

INDUSTRY CLASSIFICATION: Thermoplastics Polyesters

SALESMAN: Gordon L. Dickson REGION: Commercial Sales DATE OF CALL: 5/25/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PLAINTIFF'S EXHIBIT
UC-600

PERSONS INTERVIEWED: Bettie Ficklin - Buyer

CALL OBJECTIVE: Assume account responsibility

RESULTS OF CALL:

Attempt to make a turnover call in February here with Jack Walsh failed due to weather conditions and a missed connection. It was decided that it would not be necessary for Jack to make a special "one visit" trip as I have called on them in the past.

No problems here except that their asbestos containing thermoplastic polyester (Celvax), which goes into the automotive, construction and appliance markets, is not selling well. Nothing we, and apparently they, can do about this at this time. The following is a brief sales history of RG-144 to this company:

1978 - 190M lbs.	1982 - 240M lbs. (Budget)
1979 - 190M lbs.	- 53M lbs. (To Date)
1980 - 121M lbs.	- 106M lbs. (Expected)
1981 - 212M lbs.	

Bettie expects to enter a truckload order in June or July but as this is an up and down business it is difficult to make accurate predictions.

FOLLOW-UP ACTION REQUIRED:

GLD - No real selling here as our sales are entirely dependent on how good their business is. (Only asbestos being used.) Twice a year visits should suffice.

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dac 6/2/82

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Celanese Engineering Resins, P. O. Box 1962, Bishop, Texas 78343

INDUSTRY CLASSIFICATION: Thermoplastic Polyesters

SALESMAN: Gordon L. Dickson REGION: Commercial DATE OF CALL: 11/11/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Bettie Ficklin - Buyer
Richard Rothenberg - Quality Control Supervisor

CALL OBJECTIVE:

Account maintenance

RESULTS OF CALL:

	TONS			$M	
	1982 Budget	To Date	Expected	1982 Budget	To Date	Expected
RG-144	120	40	40	92	33	33

Discussed next year's contract which calls for a minimum purchase of RG-144 by them of 60 tons at 44¢/lb. Why we have had an annual contract with them for all these years seems to be a mystery to everyone concerned but apparently it is the way it has been done in the past and no one wants to change it. They will also need a letter for every shipment certifying that product shipped met our typical properties quality at the time of shipment.

L. J. Grogan - This shouldn't be any problem but we can discuss. Copies will have to be sent to both Bettie and Rich. As in the past, their shipments are to be sent freight prepaid. Can we add this to the invoice or is it better to continue as we have and send two invoices?

FOLLOW-UP ACTION REQUIRED:

Maintain semi-annual visits.

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dac 11/12/82