CUSTOMER CALL REPORT

CUSTOMER & LOCATION Industrial Asphalt Van Nuys, CA

INDUSTRY CLASSIFICATION Driveway Asphalt Emulsions

SALESMAN T. P. Norris REGION Western DATE OF CALL 4/1/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PLAINTIFF'S EXHIBIT UC-630

PERSONS INTERVIEWED: Leo Davis, Chemist

CALL OBJECTIVE: Routine

RESULTS OF CALL: Leo has now developed an Asbestos free Emulsion Coating and is field testing his new product. Regardless of the outcome we are still unable to replace Vermont Calumet on S.H. Leo claims a delay absorption using SC 130, meaning that a pound for pound replacement would not work with the strike over at Calumet his supply is in good shape with no need to reformulate and accept SC 130.

FOLLOW-UP ACTION REQUIRED:

✓

JLM

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Industrial Asphalt*
7424 Scout Avenue
Bell Gardens, CA 90201

INDUSTRY CLASSIFICATION: Asphalt Sealers

*No longer a part of Gulf Oil

SALESMAN: Gordon L. Dickson REGION: Commercial DATE OF CALL: 2/13/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Dean Hansen - Manager (Guardtop Division)

CALL OBJECTIVE: Assume account responsibility

RESULTS OF CALL:

They are attempting to go asbestos free but are proceeding with extreme caution. Have a formulation which is to be field tested at a shopping mall in a few weeks. Should know whether it is successful by around June 1. If not, they will continue to use asbestos. Douglas, one of the biggest producers of asphalt sealers in the area, tried diatomaceous earth as a replacement last year and it failed miserably. Now faced with thousands of dollars of law suits and Industrial does not want the same thing to happen to them.

Their products are used in non-heavy traffic areas, such as mobile home parks, shopping malls, school grounds, etc. Presently using J-M 7R03 which last year delivered at $240/ton. As our SG-130 has a $204/ton FOB price we are not cost competitive. However, this is academic at this point if they are successful in developing a non-asbestos product.

FOLLOW-UP ACTION REQUIRED:

Contact Dean about June 1.

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dal 4/19/82

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: INDUSTRIAL ASPHALT CO.
7424 SCOUT AVENUE
BELL GARDENS, CA

INDUSTRY CLASSIFICATION: ASPHALT DRIVEWAY SEALERS

SALESMAN: T. P. NORRIS REGION: COMMERCIAL DATE OF CALL: 05/09/84
Telephone

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

☐ MSDS

☐ Health & OSHA Information Blue Book

☐ Dust Count Report

☐ Other, specify below

PERSONS INTERVIEWED: Dennis Hunt, Manager, Hunt/Mix Inc.
(818) 814-1428

CALL OBJECTIVE:

Routine prospect call.

RESULTS OF CALL:

The Industrial Asphalt Co. plant has been closed and the company purchased by Hunt/Mix Inc., 13000 E. Los Angeles, Irwindale, California 91706. Hunt/Mix continues in the driveway sealer business but produces only asbestos-free coatings. Dennis commented he does not have any interest in asbestos products, and feels that his marketing program is stronger when it is based on asbestos free coatings. Industrial asphalt had a potential of 200 ton/year.

FOLLOW-UP ACTION REQUIRED:

Drop - no further contact.

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