CUSTOMER CALL REPORT

CUSTOMER & LOCATION Interccastal Paint, Houston, Texas

INDUSTRY CLASSIFICATION Coatings

SALESMAN J. E. Walsh REGION Southern DATE OF CALL 5-5-78

PRODUCTS DISCUSSED:

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

Other:

PLAINTIFF'S EXHIBIT UC-631

PERSONS INTERVIEWED: Mike Petil, Technical Director
Albert Stephenson, Plant Manager

CALL OBJECTIVE: Ccll made on RG-244 sampled prospect.

RESULTS OF CALL:

Intercoastal finally has hired a new technical man in Petil who came from Ohio. Albert no longer has to solve problems without any technical background and is glad to work on only production problems. Introductd 244 to Petil who was not familia with its use in coatings and discussed the various competitive products and present applications in use now. Being unfamiliar with asbestos, toxicology was brought up and the discussia was diverted to that subject till it looked like it was put aside for awhile. Although Petil did say he would look at 244 as a Bentone replacement he was not very encouraging that we would get any business as he claims Intercoastal is satisfied with the quality of all its products and is not looking to change anything that is now working O.K.

FOLLOW-UP ACTION REQUIRED:

J. W. - Phone Petil around 6-15 to check on his 244 evaluation.

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CUSTOMER & LOCATION Intercoastal Paint Houston, TX INDUSTRY CLASSIFICATION Coatings

SALESMAN J.E. Walsh REGION Southern DATE OF CALL 8-14-78

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Mike Petil - Technical Director

CALL OBJECTIVE:

Call made on RG-244 sampled prospect.

RESULTS OF CALL:

Mike seemed a little confused initially when I asked him about 244 but he was quick to recollect when I mentioned asbestos fiber. After my last visit Mike had plans to look at 244 vs. Bentone even though he claimed they were satisfied with their products but before he got a chance their G.M. saw the sample and put the kabosh on it. Mike said he is still interested in evaluating it but is concerned about his managements reaction. Suggested that it really didn't matter about toxicology if 244 wouldn't do anything for them so if Mike could determine that answer by testing it and if the results were positive I would handle the toxicology issue with their G.M. Mike agreed and said he was a little back-logged right now but should have an answer on my next trip on whether 244 would provide any benefits in Intercoastal's formulations.

FOLLOW-UP ACTION REQUIRED:

JW - Stop in and see Petil on next Houston trip for the results of his 244 vs. Bentone evaluation.

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Calidria ASBESTOS

CC: J. E. Lenahan
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UNION CARBIDE CORPORATION
P.O. Box 579 Niagara Falls, N.Y. 14302

By G.L. Dickson

Date 8/6/75

Full Name International Paint Company Address Morris Avenue Union, NJ 07083 Mfrs. of	Interviewed Jack Hickey: Lab Manager Tom Donahue: Environment Chemist

Routine call on RG-244 customer. No problems with 244 and it is going into coal tar-epoxy maintenance coatings now, besides their zinc rich paints. Should mean a considerable increase in usage. Discussed toxicology and regulations at length.

Action

BLI: Please arrange with Jack Hickey to take a dust count at their plant as soon as is convenient.

GLD: Send RG-244 blue book to Tom Donahue.

Typed 8/7/75
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