METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Atlas Minerals & Chemicals, Inc. Mertztown, PA 19539

INDUSTRY CLASSIFICATION: Adhesives, Caulks & Coatings

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 5/6/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PLAINTIFF'S EXHIBIT UC-649

PERSONS INTERVIEWED: Bob Jones - Purchasing Agent

CALL OBJECTIVE: Account maintenance

RESULTS OF CALL:

Although their business is down, sales of RG-244 here this year are better than in 1980. Bob is not too free with his information but the impression is that RG-244 is now going into several formulations. Apparently no problems with our product and nothing we can do at this time except make 1-2 calls per year.

FOLLOW-UP ACTION REQUIRED:

GLD - Make arrangements to see T.D. the next time around.

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5/11/81 dal

METALS DIVISION - CALIDRIA ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Atlas Minerals & Chemicals, Mertztown, PA 19539

INDUSTRY CLASSIFICATION: Coatings, Caulks, & Adhesives

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 7/23/81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Bob Jones - Purchasing Agent

CALL OBJECTIVE: Account maintenance

RESULTS OF CALL:

Although a small customer, our RG-244 sales here continues on plan although their business in general is not good. Bob offers very little information on the RG-244 application which is probably because he does not know why it is being used. Will try to meet with Don Reinerts in near future as I am sure he can be more informative.

RG-244 Sales History

Year	lbs.	$
1970	60	59
1972	60	59
1973	60	59
1974	60	58
1975	220	288
1976	560	870
1977	1200	1680
1978	2000	3116
1979	5200	7992
1980	3200	5760
1981 (7 months)	4800	8360

FOLLOW-UP ACTION REQUIRED:

Try to see Don Reinerts (T.D.) the next time around.

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dal 7/28/81