CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Construction Supplies Corp. Dallas, Texas

INDUSTRY CLASSIFICATION: Adhesives

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 9-28-78

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PLAINTIFF'S EXHIBIT UC-659

PERSONS INTERVIEWED: Mike Sivinski - President

CALL OBJECTIVE: Call made with Ross Frank and Wayland Dunlap of D & F Distributing on new T/L HPO customer.

RESULTS OF CALL: Mike asked about his T/L order scheduled to go last week and I advised that we shipped this week as we wanted to make sure that he got the full 40M lbs he requested. Allied was previously known as Petroleum Products who we serviced during the big Canadian strike a couple of years ago but never got any business afterwards. Mike bought them out, weeded out the deadbeat products and specializes now in asphalt cut back sewer pipe adhesives. He initially used J-M material but when they went to the block pack he couldn't open it and didn't want to invest in a fluffer, so he contacted Proko who steered him onto HPO. Proko had a large HPO inventory they wanted to move due to their decision to remove it from their products and Mike used up about 150M lbs. of material for them. He even showed me an invoice from Welco for HPO that they were so desperate to move they sold 12,000 lbs. to him at 2¢ per lb. After he had used up the local stocks he came to us direct but, unfortunately, it was at the height of this year's Carey strike. We scrambled to get him 24M lbs. last month which he followed up with this month's order. He has a real low ball rate with Red Ball Express which has a lot of empty West-East trailers, but the rate is based on 40M lbs., hence his desire to receive this quantity from us. On last month's shipment he paid for about 16M lbs. of air, but was still appreciative of our efforts to supply him. Mike said he will continue to buy 100% of his future requirements from us even though he knows we are more expensive than canadian. Our help and dependability are the reasons he plans to stick with us and future usage is estimated at about a T/L or 40M lbs. per quarter now that he has inventory again. At the T/L price and the low freight rate all that D & F would have to offer him is

FOLLOW-UP ACTION REQUIRED:

BLI - Can you please set up Allied on your dust count list? They would be a good one to combine with Mission Coatings in Houston in mid-October or November.

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Allied Construction Supplies Corp. - Cont.

emergency back up stock so this business will continue to be handled direct by us. Determined during our regulatory discussion that they had never had a monitoring and the offer was made to run one for them before the end of the year.

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Construction Materials, Dallas, Texas

INDUSTRY CLASSIFICATION: Asphaltic Adhesives

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 2-16-79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Mike Sivinski - President

CALL OBJECTIVE: Call made on truckload HPO customer.

RESULTS OF CALL: The cold weather has made this a fairly typical off season for Mike's business and a break is expected in another 30-60 days. Mike said he has about half a truckload left of HPO and will probably reorder in about three weeks once he works out a back-haul arrangement with a carrier. The HPO has improved Allied's product quality-wise and Mike even admitted that they actually use less of it than canadian. The sewer pipe adhesive for concrete joints of pipe is hand applied in the field so he wasn't able to comment about trowelability other than to say that he hadn't received any negative comments since he has switched to HPO from the canadian 7 he formerly used. We are about 4-5¢/lb higher than Canadian on a delivered basis but will continue to supply them based on the quality improvements we impart to the adhesive and our reliability and dependability as a source of supply. Went over the dust monitoring report with Mike on the sampling we did for them back in November and it was about what he expected in that they were within the regulatory limits on asbestos but they did have a nuisance dust problem that should be worked on. Allied's business is confined to the state of Texas as Mike said he has not had much luck on getting approval on his adhesive outside of the state although he has tried all the neighboring states.

FOLLOW-UP ACTION REQUIRED:

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Construction Products - Dallas, Texas

INDUSTRY CLASSIFICATION: Asphalt Products

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 8-10-79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Mike Sivinski, President

CALL OBJECTIVE:

Call made on T/L HPO customer.

RESULTS OF CALL:

Discussed the DOT regulations coming into effect and what adjustments might need to be made by Allied, being as they contract with Red Ball Transport to pick up asbestos at our plant in flat bed trucks. '79 has been a good year for Allied, Mike said, and they were just in the process of beginning to wind down now that the fall/winter season is coming on and sewer pipe is generally not laid. Also discussed was the possibility of either carload or piggy back truck deliveries based on their '79 actual and '80 projected usage. When they get ready to reorder again after the first of the year, Mike will review the freight economics and decide which way to go. HPO has worked consistently well here and this account is the only one where they claim that less of it is used (about 25%) than the previous Canadian grade used in their asphalt based sewer pipe adhesives.

FOLLOW-UP ACTION REQUIRED:

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CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Construction Dallas, Texas INDUSTRY CLASSIFICATION: Adhesives

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 1-18-80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Wally Pirkle General Manager

CALL OBJECTIVE:

Call made on T/L HPO customer.

RESULTS OF CALL:

Wally started out by advising me of the bad news that they would not be taking any HPO this year as they had gotten tired of being hassled by the local enforcement people on both their raw materials and plant operation and now have their adhesive private labeled for them. Allied materials in Stroud, Oklahoma is their private labeler and will be buying the asbestos although Wally wasn't sure whose it might be as he said that Allied sent them a finished product which they approved after testing against the state & fed specs they supply material for. Thanked Wally for their past patronage and advised that I would try to find out if our HPO was being used in the formulation Allied uses to supply them.

FOLLOW-UP ACTION REQUIRED:

EJK - Can you find out if our HPO is being or will be used for this new business at Allied. My records indicate that we are not supposed to call at Stroud by edict of the Cleveland home office.

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TEXAS DIVISION - CALIDRIA ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Allied Construction Materials, Dallas, Texas

INDUSTRY CLASSIFICATION: Sewer Pipe Adhesives

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 2-26-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Mike Sivinski President

CALL OBJECTIVE:

Call made with Ross Frank of D & F Distributing on former T/L HPO customer.

RESULTS OF CALL: Mike had trouble last year with an OSHA inspection and decided to form out his adhesive rather than make the adjustments the inspector said he would need to make to continue to produce the product. Allied Materials in Stroud, Oklahoma was chosen to produce the adhesive and, according to Mike, the costs got so high that he couldn't compete anymore with it. One batch was made by Allied in Stroud, and then the Allied people here decided to call it quits on the product completely. They used up what was produced and then dropped the product from their line. According to Mike, that was the end of any asbestos usage for them as they have no plans at present to produce or have produced the sewer pipe adhesive and return it to their line.

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FOLLOW-UP ACTION REQUIRED:

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