CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT UC-661

CUSTOMER & LOCATION: Adams Paint - Lubbock, Texas

INDUSTRY CLASSIFICATION: Coatings

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

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Red Adams, Owner

CALL OBJECTIVE:

Call made with Phil Henry, of D & F Distributing, on CALIDRIA coatings prospect.

RESULTS OF CALL:

The majority of the Adams Paint line is trade sales, but they also formulate some black and aluminized roof coatings. Carey 7RF5 is used and Red buys an occasional ton or so from Thompson-Hayward, who handles Carey locally. Discussed the merits of HPO as a replacement and as a partial extender for aluminum paste, and Red seemed interested as he said the cost of paste is really getting high and they can't really cover it by passing it on in the cost of the finished product. Red is an old friend of Ross Frank of D & F and he said that if Ross thinks he ought to use it he will. When he uses up his current Canadian, Red said, he will call Ross and discuss it with him and maybe get a pallet to try out. After the day, we filled Ross in on the requirements for selling HPO and he will follow up with Adams.

FOLLOW-UP ACTION REQUIRED:

JW - Review with Ross Frank of D & F on status of HPO sales here on next Texas trip.

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