CUSTOMER CALL REPORT

CUSTOMER & LOCATION: American Insulator Corporation, New Freedon, PA 17349

INDUSTRY CLASSIFICATION: Custom Molders

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 3/21/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Bill Remphrey - Engineering, Estimating

PLAINTIFF'S EXHIBIT UC-668

CALL OBJECTIVE: Follow-up on RG-200 sample request

RESULTS OF CALL:

This company has two problems relating to asbestos: 1) Inplant usage; and, 2) Customer dissatisfaction with asbestos-containing compounds. Bill felt that our pellets would help solve their plant handling problems, but after seeing the sample decided otherwise as it contained such a large amount of fines. Explained that this was not normal, but by then Bill had made up his mind that he was not going to evaluate it. After listening to the rest of his story concerning their customers not wanting asbestos-containing products it became evident that they will either find a replacement or else stop supplying this type of product. The latter may well end up being the case as they have looked at a large number of materials and none have been successful.

FOLLOW-UP ACTION REQUIRED:

DROP

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dal 3/26/79