METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Gulf Oil Company
Industrial Asphalt Company
7424 Scout street
Bell Gardens, CA

INDUSTRY CLASSIFICATION: Driveway Asphalts

SALESMAN: R. E. BYRNE
T. P. NORRIS

REGION: WESTERN

DATE OF CALL: 5-19-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PLAINTIFF'S EXHIBIT UC-685

PERSONS INTERVIEWED: Dan Chapman, Assistant Laboratory Supervisor

CALL OBJECTIVE:

Routine

RESULTS OF CALL:

Industrial Asphalt purchased a T/L of SG-130 in April but have yet to use it in their production batches. They were a former customer of Calauzras using 7R, but since it is no longer available, they purchased a C/L from Canada. The Canadian C/L was late in arriving and a quick order was therefore placed for a T/L from King City.

We must wait for them to run several batches before we can determine whether or not we will have continuing business here.

Dan also commented on their continued work to remove asbestos from all formulations. He remarked that Douglas Oil is now completely asbestos free.

FOLLOW-UP ACTION REQUIRED:

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NF PERMANENT FILE ☐

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Gulf Oil Chemicals Division, Overland Park, Kansas

INDUSTRY CLASSIFICATION: Corporate Purchasing

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 3-25-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Paul Gustus Adhesives Buyer

CALL OBJECTIVE:

Call made following up request for quotation on 7TS1.

RESULTS OF CALL: This is a nestled-in-the-woods, contemporary headquarters for purchasing the raw material requirements of Gulf Oil's chemical division. A lot of consolidation of purchasing is going on as Paul said that previously each of thier 20 plant locations did their own raw material purchasing, but in the near future that will be stopped at the plant level and handled here by him. In order to build commodity, raw material files Paul had been rummaging through some old files and came across a purchase order to us and sent off his supplier information form to us to fill out. Not being knowledgeable on asbestos he assumed all fiber carried a 7 designation so a brief education discussion was held with Paul on canadian and CALIDRIA fiber. The completed form will be returned along with some general information and Paul will set us up with a file in his asbestos records that we could, from time to time, get calls from them to sample our products for evaluation.

FOLLOW-UP ACTION REQUIRED:

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CUSTOMER & LOCATION: Gulf Oil Houston, Texas

INDUSTRY CLASSIFICATION: Adhesives

SALESMAN: J.E. Welsh REGION: Southern DATE OF CALL: 11-1-79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Frank Jester Design Engineer

CALL OBJECTIVE:

Call made following up on Calidria interest generated by J.L. Myers.

RESULTS OF CALL:

Frank is in charge of doing the design work on a production facility Gulf is building in High Point, North Carolina to produce rubber based adhesive products. The target date for start up is late 80 and the anticipated asbestos usage is about 23Mlbs./month. Discussed Calidria with Frank and spilled over into a lot of other areas such as bag opening and disposal, typical-fiber levels and bulk handling. Frank had followed up on the Certain-Teed bag opener information we sent him and said that he thought its capacity was way more than they needed and he couldn't cost justify it. There are other dry, bagged materials in the formulation but as of now asbestos is the only ingredient that they are planning to use a bag opener for. Told Frank I would send him some further info I had in the office on our pellets, bulk handling and bag openers early next week. Left phone number should he need any further assistance and suggested that we keep in touch until they get on stream in High Point.

FOLLOW-UP ACTION REQUIRED:

J. W. Phone Jester 3-1 to check on the progress of the new plant.

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