CUSTOMER & LOCATION Gilman Paint, Chattanooga, Tennessee

INDUSTRY CLASSIFICATION Paints

SALESMAN J. E. Walsh REGION Southern DATE OF CALL 11-2-76

PRODUCTS DISCUSSED:

| Cr | Mn | Spec. | Si | $CaC_2$ | W | V | Asb. | Other: |
|---|---|---|---|---|---|---|---|---|
| ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | ☐ | X | |

PLAINTIFF'S EXHIBIT UC-688

PERSONS INTERVIEWED: Clyde Schessinger, V.P., Technology

CALL OBJECTIVE: Call made on RG-244 prospect.

RESULTS OF CALL: After letting me go through my CALIDRIA success story, Clyde let me down easy by telling me that they had formulated asbestos out of their products about two years ago, as they weren't interested in confronting OSHA. He still seemed interested in where 244 was being used in the coatings industry, and requested a couple of the brochures.

I came to find out that the interest is due to the fact that Gilman is being purchased, and Clyde doesn't know for sure if the new owners would object to asbestos being used. The sale of Gilman has been going on for about 15 months, and is expected to be finally consummated by the end of the year. If the new owners have no health hangups, Clyde said he would call for a sample, as he would like to evaluate it.

FOLLOW-UP ACTION REQUIRED:

JEW - No further calls needed unless we sample them.

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COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: REB:JRL:TPN:WCT:KC-FILE:NF-FILE
R. L. Schult J. E. Lenahan

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