# METALS DIVISION - "CALIDRIA" ASBESTOS

## CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT UC-703

CUSTOMER & LOCATION: Colorray Paint Norcross, GA

INDUSTRY CLASSIFICATION: Coatings

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 8-26-81

**ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:**

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

**PERSONS INTERVIEWED:**

Frank Beckwith Owner

**CALL OBJECTIVE:**

Call made on CALIDRIA prospect manufacturing coatings.

**RESULTS OF CALL:** This is a brand new plant which is unusually situated in a predominantly office-distribution park, and Frank had to put in double block walls to protect his neighbors from any potential fires or explosions from his operation. Colorray is mainly a trade sales variety consumer oriented paint store with about 10% of their sales going into what Frank would classify as industrials. Of the 10% industrials about 90% are of the gloss-enamel variety, and Bentone is his only thix agent. Usage is about a drum a month; so, with the limited volume and the gloss restriction on 244, the potential here would be minute. Left my card with Frank in the event he gets heavier into areas where we fit and could provide him with a super quality thixotrope.

**FOLLOW-UP ACTION REQUIRED:**

00094

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