PLAINTIFF'S EXHIBIT

UC-4469

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Ashland Chemical Company Ashland, KY

INDUSTRY CLASSIFICATION Coatings

SALESMAN Gordon L. Dickson REGION Eastern DATE OF CALL 8/3/76

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.
--	--						X

Other:

PERSONS INTERVIEWED:

Joe Holtzapel - Tectyl lab Supervisor
Bob Dobson & Steve See - Tectyl lab Chemists
Leo Pendel - Mac's Lab Supervisor
Andrew Lazarich - Corporate purchasing

CALL OBJECTIVE: Discuss future RG-244 & SG-210 purchases

RESULTS OF CALL: As previously indicated by Fred Cook (chemical buyer, Columbus, Ohio) Ashland is going to stop using asbestos in their products. Decision based on the new OSHA regulations, criticism from their labor unions and workers, and the possibility of legal suits in the future. Formulations containing 244 & 210 have been revamped so as not to contain asbestos and, although they lack some of advantages of the asbestos containing products, they will be the only ones used after next month.

Reviewed conversation between John Myers & Andrew Lazarich relating to possible sales of 210 to their two European plants. Again the outcome was not to encouraging as he felt that their experience last year with our fiber had indicated a technical problem plus the fact that the overseas operations were to phase out asbestos by June of 1977.

FOLLOW-UP ACTION REQUIRED: Drop unless someone has a good suggestion.

GLD - Send bag sample of UCAR silica to Leo Pendel

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE
R. L. Schult J. F. Lenahan Typed: 8/6/76 dal

Published by AsbestosClaims.Law
asbestosclaims.law/library/19037/2