PLAINTIFF'S EXHIBIT

UC-4480

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Ford Motor Company, Vinyl Plant, Mt. Clemens, MI

INDUSTRY CLASSIFICATION: Sealants

SALESMAN: Edward J. Kleber w/ R. E. Byrne, Jr. & J. L. Myers

REGION: Midwest

DATE OF CALL: 10/6/77

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	

PERSONS INTERVIEWED: Bob Cliffel, Dave Arnt } Chemists

CALL OBJECTIVE: Present seminar to Ford on how to use asbestos safely.

RESULTS OF CALL: Ford has decided that they are definitely going into the sealant business and Cliffel's group is under orders to be producing by February. Their first target is to take the Ford "201" underbody sealer business away from Allied Materials. Although Cliffel has not come right out and said it, one gets the impression that the only formulas that Ford has right now contain either RG-144 or RG-244. According to what Cliffel told us before, this one formulation would be worth a number of carloads per year regardless of whether they go with RG-144 or RG-244.

JLM & REB presented the "Calidria" story to a group of about 12 people, known as a task force involved with the sealant project. Details on how to handle our stuff were fairly general in nature because at this point Ford isn't 100% sure what type of equipment they will be using.

It is imperative that we stay close to Cliffel and try to support him with mixing and ventilation equipment data that is pertinent to their operation. Cliffel noted that we have a tremendous selling job to do here on their safety people, which means that we are going to have to back up our contentions with data.

FOLLOW-UP ACTION REQUIRED:

JK - Check with Cliffel on reaction to our presentation on 10/14.

COPIES TO: Mktg.Services;Others: JRL:TPN:WCT:JEW:KC-FILE:NF-FILE.RFB.JLM

Typed: 10/10/77 kl

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