CUSTOMER & LOCATION General Electric Company Louisville, KY INDUSTRY CLASSIFICATION Appliances

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 3/13/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Charles Mulligan - Product Manager, Plastics

CALL OBJECTIVE: Respond to customer inquiry

PLAINTIFF'S EXHIBIT

UC-4538

RESULTS OF CALL:

Charlie is interested in looking at our products in granular phenolic compounds as well as epoxy and polyester potting compounds. We broke the discussion down to two products, SG-200 for phenolics and RG-244 for the potting compounds. They currently use Walastonite in their phenolics and are not especially impressed with it. Charles remembers "the good old days" when GE used asbestos in their phenolics and found it to work very well. He's looking for a material that will supply him the good physicals that asbestos once did. I mentioned SG-200 and threw in the zinger that our asbestos is even cleaner than the Canadian asbestos they used to use. I said this manifested itself mainly in better electrical properties, and that really got his attention. He said he would try some laboratory batches with SG-200 and I had to stop him there. Their laboratory batches are run on a Hobart mixer, which I told him probably would not provide the shear needed to break up the SG-200 pellets. He then agreed to look at SG-210, but told me that the pellets were a better idea when they get into production since they do use a twin screw extruder. I agreed.

We then discussed RG-244 in their potting compounds. Charlie said they do use a lot of Cab-O-Sil, but frankly, don't like it. He asked for a sample of RG-244 to try in his lab and I agreed to send him one.

(OVER)

FOLLOW-UP ACTION REQUIRED:

EJK - Probably a million-to-one shot, but worth it. Send Charlie samples of SG-210 and RG-244.

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