# CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT

UC-4549

CUSTOMER & LOCATION: Gulf States Asphalt, Houston, TX

INDUSTRY CLASSIFICATION: Asphaltics

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 7-8-80

**ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:**

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

**PERSONS INTERVIEWED:**

Charles Middlebrook Technical Director

**CALL OBJECTIVE:**

Call made with Phil Henry of D & F Distributing on 8-pallet HPO customer.

**SULTS OF CALL:** Gulf States has had a bag disposal problem that they have asked our help on, and we offered them at least one viable option. They now get JM material in paper bags on direct carload shipments for use in their large volume black asphaltics. The JM material comes in paper bags which they bail up and send over to the Celotex plant in town who shreds it and uses it in their felt roofing. The HPO they receive comes to them via D & F for use in their smaller volume aluminized asphaltic line and is DOT packaged. They have lately been attempting to strip the shrink wrapping off our bags as Celotex can't handle it, rather than try to dispose of it by the more expensive incineration or land fill route. As might be imagined, stripping the shrink wrap off our bags was both a dust generator and time consuming process so we offered, through D & F, to supply them with shrink wrapped pallets only, no bag wrap. D & F would order a certain portion of HPO packaged this way when they order full cars from us for their Houston warehouse stock. They would supply this packaging via local delivery service out of their warehouse or pick up by a Gulf States truck. D & F would handle two separate HPO inventories of DOT and non DOT packaged material at their warehouse. This would solve the problem for Gulf States and D & F will get a 60-day projection from them to use when they order their next car for Houston. The potential also exists for Gulf States to buy a T/L straight from us ex King City as Charles said they were as close as they have ever been to the large volume prospect for their new building tape being produced in Westwego which contains 13% HPO.

**FOLLOW-UP ACTION REQUIRED:**

COPIES TO: JRL:TPH:JLM: :KC-FILE:NF-FILE NF PERMANENT FILE ☐

Published by AsbestosClaims.Law
**asbestosclaims.law/library/19104/2**