METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Chevron U.S.A., Inc.
555 Market Street
San Francisco, CA 94105

INDUSTRY CLASSIFICATION: Asphalt Roof Coatings & Sealers

SALESMAN: Gordon L. Dickson w/Tom Norris

REGION: Commercial

DATE OF CALL: 4/15/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Jens V. Jensen - Buyer

DICK FERM

CALL OBJECTIVE: Assume account responsibility

RESULTS OF CALL:

HPO was approved by their western laboratory in Chevron's driveway sealers as a replacement for JM 7R in November, 1979. A subsequent production run, however, was not successful and the project has been on hold since then. Our conversation with Jens indicated that our inability to compete with the JM material is now academic as Chevron expects to withdraw from the asphalt sealer market within a few months.

HPO also was approved at one time for use in their asphalt roof coatings but has since been dropped as their production people feel it is too dusty compared with the Canadian pressure packed material. Jens promised to check on whether or not the situation has changed.

FOLLOW-UP ACTION REQUIRED:

GLD - Very little opportunity for sales here. A follow up call will be made on Jens the next time in the area.

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PLAINTIFF'S EXHIBIT

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