PLAINTIFF'S EXHIBIT

UC-4661

METALS DIVISION - "CALIDRIA" ASBESTOS

DISTRIBUTOR CALL REPORT

CUSTOMER Technical Petroleum INDUSTRY Distributor

CITY, STATE Chicago, Illinois SALESMAN J. E. WALSH DATE 10-18-82

DOCUMENTS PROVIDED: MSDS____ DUST COUNT REPORT____ BLUE BOOK____ OTHER____

PERSONS INTERVIEWED:

Willard Askew - President
Lloyd Kelley - Vice President
Bill Kelley - Technical Representative
Tom Barker - Sales Manager
Dave Nelson - Office Manager
Paul Kuehn - Technical Rep. (Propellants

CALL OBJECTIVE:

Business review meeting with our midwest distributor.

RESULTS OF CALL:

Sales at this distributor have eroded over the years to the point that they presently have only two local customers and service their other 10 accounts through a commission arrangement with another distributor in the Minneapolis area. Of the dozen accounts that Technical services, ten of them can be traced backed to ones we had previously turned over to them. The failure here seems to be a typical one we have experienced in the past in that they are a commodity distributor that ranges only in a 200 mile range of Chicago and the CALIDRIA business even at its peak never represented more than 1% of their business. The negative publicity turned off their sales people as it was felt that it tended to detract from the rest of the product line they were trying to sell. Sales calls were typically made on buyers which generally is not where a CALIDRIA sale is made and as accounts fell by the wayside over the years they were not replaced. After reviewing this scenario with the above people they were in agreement that they had not done a good job for us over the years and really no changes where forseeable that the present situation would change in the future. Based on the situation as we perceived it to be and which they had confirmed for us it was advised that we planned to make a change to attempt to turn the situation around and getting it going upward again. Technical was agreeable to working with whoever we decided to bring in to work the area to provide a smooth transition of the existing business. Somewhere prior to January 1 was set as a target date to make a transition and we advised that arrangements would be made for an orderly transfer of their stock and for the time being warehousing would be continued in Chicago to service the existing business.

SALES:

	SG210		HPO		RG110		RG144		RG244		TOTAL	
	TONS	M$	TONS	M$	TONS	M$	TONS	M$	TONS	M$	TONS	M$
SALES YTD			16.5	5.0			----	----	8.4	28.0	24.9	33.0
BUDGET			20.0	5.0			15.0	12.0	10.0	35.0	45.0	52.0

FOLLOW - UP ACTION REQUIRED:

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