CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Interplastic Minneapolis, MN

INDUSTRY CLASSIFICATION: Polyester

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 1/13/79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Jim Wallenfelz - V.P. & General Manager
Sharon Fisk - Purchasing Agent
Terry McCabe - Technical Director

CALL OBJECTIVE: Routine

PLAINTIFF'S EXHIBIT
UC-4682

RESULTS OF CALL:

Interplastic is going through a major expansion program both at Minneapolis and Prior, OK. Business has been improving in leaps and bounds, but customer resistance to asbestos containing resins has been high. Jim emphasized that the price differential between RG-244 and Cab-O-Sil is so great that they'd be stupid not to try to exploit it. The problem remains that customers don't want asbestos, they'll keep trying.

Terry wants to sit down with a technical expert and discuss asbestos in BMC/SMC. They recently bought a plant and want to make it profitable. I suggested the SPI would be a good opportunity.

FOLLOW-UP ACTION REQUIRED:

REB - Brush up on SMC/BMC applications.

EJK - Regular calls.

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