METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: CHEVRON RESEARCH
RICHMOND, CA

INDUSTRY CLASSIFICATION: ASPHALT COATINGS

SALESMAN: T. P. NORRIS
G. L. DICKSON

REGION: COMMERCIAL

DATE OF CALL: 4/20/83

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

/ / MSDS

/ / Health & OSHA Information Blue Book

/ / Dust Count Report

/ / Other, specify below

PERSONS INTERVIEWED: Zoltan Saary - Research

CALL OBJECTIVE:

Asphaltic survey

RESULTS OF CALL:

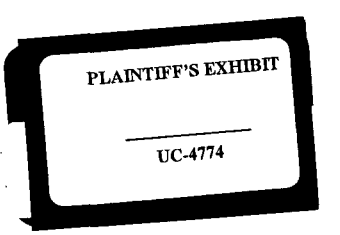
Chevron is a former customer having used HPO in roof coatings. Union problems regarding dust emissions caused us to lose this business back to their former supplier, J.M.

At this time no research work is being undertaken in various asphaltic formulations and it is believed that they will eventually withdraw from all phases of that market. As a matter of fact, they have already quit the production of asbestos-contained driveway sealers.

It is doubtful that they would be a prospect for our low cost ore, and whether or not the 200 ton 7M Canadian usage will remain a viable potential sales volume.

FOLLOW-UP ACTION REQUIRED: Maintain contact through H&C and J.E.W.

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