METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT
UC-4887

CUSTOMER & LOCATION GAF Corporation Wayne, NJ INDUSTRY CLASSIFICATION Floor Tile

SALESMAN John L. Myers REGION Eastern DATE OF CALL 10/21/80
w/ G. L. Dickson & T. P. Norris

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Mrs. R. A. Munn - Asbestos Buyer
Mr. L. G. Lyons - Previous Asbestos Buyer

CALL OBJECTIVE:

Determine balance of 1980 and 1981 requirements at Long Beach and Vails Gate.

RESULTS OF CALL:

Discussed our 1981 plant cost projections and the reasons for same. They have plants in California so are aware of the energy situation. Long Beach should require 200-250 TPM minimum. They expect more if Flintkote discontinues tile production in California (their last U.S. plant). Vails Gate is about to complete lengthy study aimed at reducing asbestos content of tile and they are still looking at NAT. The evaluation includes cost/performance comparison between Calidria and Carey asbestos. We advised them of our 1981 "proposed" pricing (which does not have management approval): $136/T with a $4/T freight allowance, or $132/T for Vails Gate. This is an 8% increase and Mrs. Munn advised that Carey's increase would be considerably less and hopes that we can do something to "help" them buy from us. We pointed out that we provide 70 and 90# bags, at their request, to LB & VG respectively; that our asbestos is pelletized, brighter and contains more fiber; and that we have been a more dependable supplier (no union or bankruptcy problems at King City). We promised to get back in a couple of weeks with a firm pricing proposal. If we want the business we will probably have to make some price concession based on volume, such as reducing the LB price by $4/T for all tons over 4500 (total for both plants).

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FOLLOW-UP ACTION REQUIRED:

1. Provide firm pricing ASAP (JLM).
2. Advise Mrs. Munn our inventory of empty 90# bags (GLD).
3. Obtain "red & black" bags from KC for GAF's evaluation and potential use (GLD).
4. Determine requirements and get orders for balance of 1980 (GLD).

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dal 10/23/80

Their original estimate of 6000 tons for VG was considerably high. We advised that we could only supply a total of 6000 tons to both plants unless we lost other business in 1981 due to price increases.

From all indications, they do not expect Atlas to operate in 1981 unless someone buys them out, which seem unlikely. Apparently, VG will use 70# bags if we choose not to supply 90# bags. We hastened to note that we'd like to use up our inventory of empty 90# bags.

Orders for November & December are not firm yet but should soon be available. We advised them that we would not produce 90# bags until we have their firm order.

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