CUSTOMER CALL REPORT

CUSTOMER & LOCATION: GAF Corporation, Route 94, Vails Gate, NY 12584

INDUSTRY CLASSIFICATION: Floor Tile

SALESMAN: Gordon L. Dickson REGION: Eastern DATE OF CALL: 12/1/80

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Howard Key - Buyer
Joe Kardel - Technical Superintendent
Robert L. dePree - Plant Manager

CALL OBJECTIVE: Account maintenance

RESULTS OF CALL:

Only spoke to Howard and Bob over the phone as both were too busy to talk in person. About the only information received was that they were not having any problems with our tile grade fiber and that their shipments were arriving in good condition. Joe reported that he has always liked our product, that it is whiter even than Atlas, and that he can use somewhat less. However, he feels that he can only go so far in reformulating as their production people get upset. The only big drawback with "Calidria" is the outrageous price. As can be imagined, the announcement that it was going up about 9%, as compared with 5% for Canadian, did not further our case here.

FOLLOW-UP ACTION REQUIRED:

Maintain contact on a basis which will be leased on how their corporate purchasing group reacts to our formal price schedules for 1981.

PLAINTIFF'S EXHIBIT
UC-4888

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