CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT
UC-5040

CUSTOMER & LOCATION Hanley Paint - El Paso, Texas

INDUSTRY CLASSIFICATION Coatings

SALESMAN J.E. Walsh REGION Southern DATE OF CALL 8-7-79

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Allen Green, Technical Director

CALL OBJECTIVE:

Call made with Phil Henry, of D & F Distributing, on CALIDRIA prospect in coatings.

RESULTS OF CALL:

Hanley is the medium sized paint company of the three in El Paso and has a slightly larger percentage of industrial business than Given Paint, the biggest paint company. Allen is one of those busy bee types who is difficult to keep in one place very long, much less listen to anything for more than 30 seconds at a time. After starting in the lab, through the office, into the plant and even onto the roof with him, all the while trying to both stay with him and discuss CALIDRIA, we were able to get his attention on both HPO and 244. D & F will sample him with both grades and he will look at HPO as a mini-fibers replacement in their block filler formulation, where they are having a problem dispersing the mini-fibers. 244 will be evaluated as an Aerosil 200 replacement in their epoxy formulations, strictly because of the attractiveness of the economics.

FOLLOW-UP ACTION REQUIRED:

JW - Follow up with D & F on Green's evaluation of HPO/244 on next Texas trip.

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