METALS DIVISION

CUSTOMER CALL REPORT

cc: JFC 10/13/77

CUSTOMER & LOCATION Proko Company Dallas, Texas INDUSTRY CLASSIFICATION Joint Compounds

SALESMAN J. E. Walsh REGION Southern DATE OF CALL 9-29-77

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	X	

PLAINTIFF'S EXHIBIT

UC-5042

PERSONS INTERVIEWED:

Murl Self - President
Kelly Booth - Purchasing Agent

CALL OBJECTIVE:

Call made on former HPO customer.

RESULTS OF CALL:

September 1 this largest HPO account in the South went asbestos free in their joint compounds. The pressures dictating the move were: 1) the parent company RPM in Ohio has been after them for two years to get asbestos out of their line; 2) INA insurance company refused to renew their insurance coverage because they used asbestos; 3) the consumer products proposed legislation led them to believe that a call back would be very costly and the proposal was in effect the final death toll for asbestos in joint cements. In order of importance the reasons probably went 2.1.3 Kelly said that they now sit with over 100M lbs of HPO in Kaufman that he hopes he can sell local but hasn't been successful yet. The other three plants also have some inventory but not as much as here. He said he went to both Roach and Welco in town and they wanted to sell him some of theirs. I suggested Bud Murphy as an outlet and Kelly will pursue it. At this point in time both men feel the decision is irrevocable and can see no circumstances whereby they would ever revert to producting an asbestos containing product again. My hope is that there is such a circumstance also unseen at present by the writer that will alter their decision.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: Mktg. Services; Others: REB:JRL:TPN:WCT:KC-FILE:NF-FILE
J. E. Lenahan