METALS DIVISION
CUSTOMER CALL REPORT

Sair

CUSTOMER & LOCATION A.O. Smith - Little Rock, Arkansas

INDUSTRY CLASSIFICATION FRP Specialties

SALESMAN J. E. Walsh REGION Southern DATE OF CALL 2-8-78

PRODUCTS DISCUSSED:

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

Other:

PERSONS INTERVIEWED: Junior Johnson, Technical Director

RECEIVED
MAR 9 1978
ALEXANDRIA

CALL OBJECTIVE: Call made on small RG-144 and 244 user.

RESULTS OF CALL: Thought I was lucky to catch Junior in as he usually attends the SPI which is running this week in Washington. He said both the Dow & Celanese salesman he had seen recently said they were also going to down play their participation and attend but will not have suites this year. Business wise they continue to use both resin grade products whenever they can get their requirements locally from McKesson. We do not presently have any other potential business here but Junior says he always thinks of us first when a new requirement comes up for a thix agent. Short toxicology discussion included giving Junior the latest MSDS sheet on asbestos.

PLAINTIFF'S EXHIBIT
UC-5376

FOLLOW-UP ACTION REQUIRED:

EXHIBIT
Expert V

REB:JRL:TPN:WCT:KC-FILE:NF-FILE

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