TF-4371

PLAINTIFF'S EXHIBIT

UC-5407

METALS DIVISION - "CALIDRIA" ASBESTOS
CUSTOMER CALL REPORT

CUSTOMER & LOCATION Wyandotte Paint Norcross, GA INDUSTRY CLASSIFICATION Coatings

SALESMAN J.E. Welsh REGION Southern DATE OF CALL 8-26-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Tom Marcotte Technical Director

CALL OBJECTIVE:

Call made on CALIDRIA prospect manufacturing coatings.

RESULTS OF CALL: We danced with the Wyandotte people here about 3-4 years ago but never got much going as it was during the height of the negative publicity. It's new faces all around; so, when Tom said he wasn't familiar with CALIDRIA, I decided not to bring up the past and started the education process from scratch. One area that Tom could see that he wanted to take a look at 244 was in a primer coating formulation where viscosity build was needed. A sample is on the way to him now, and he will play around in the lab with it in the primer and a couple of other areas. He commented that he thought their Michigan headquarters would be a prime prospect for 244 as they manufactured the majority of their zinc-rich coatings. Left Tom with our brochure, price list and my card to call if he had any questions or problems.

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FOLLOW-UP ACTION REQUIRED:

GLD - This might be a good time for either you or Callas to go back into their Troy, Michigan headquarters to see if they will look at 244 in their zinc-rich primers.

JW - Phone Tom 9-22 to see if he has looked at 244 in their primer formulation.

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