TF-4370

PLAINTIFF'S EXHIBIT
UC-5413

METALS DIVISION - "CALIDRIA" ASBESTOS
CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Anvil Paint Largo, Florida INDUSTRY CLASSIFICATION: Roof Coating

SALESMAN: J.E. Walsh REGION: Southern DATE OF CALL: 7-22-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Gordon Kalbfleisch Plant Manager

CALL OBJECTIVE:

Call made on HPO sampled prospect.

RESULTS OF CALL: This account seems to have a constantly changing atmosphere as two calls ago they said they would not consider using asbestos, and then they turned around and called asking that we step in to talk to them again about it's potential usage. This was done, and it seemed that the reason for the interest was that Nyad 2, the raw material they use instead of asbestos, was getting short and they wanted to be sure our HPO was readily available which we assured them it was. A bag sample was sent, and this time around the story has taken another 180° turn. Gordon said that they haven't touched the sample and probably wouldn't as two of their workers saw the word asbestos and threatened to quit if they ever used it. The anti-asbestos feeling of the workers is the expressed reason of Gordon's for the lack of a trial, but I have some reservations that it is actually the true stumbling block here. Gordon also advised that as far as he knew Nyad 2 was readily available which adds further confusion to the situation. Left asking Gordon to keep us in mind and if interest was ever renewed to give me a call as we would be glad to work with him.

FOLLOW-UP ACTION REQUIRED: