

# MEALS DIVISION - "CALIDRIA" ASBESTOS

## CUSTOMER CALL REPORT

PLAINTIFF'S  
EXHIBIT  
FK-210f

The Flintkote Co. of Canada Ltd.  
West 30th Street  
Toronto, Ontario

CUSTOMER & LOCATION \_\_\_\_\_ INDUSTRY \_\_\_\_\_  
CLASSIFICATION \_\_\_\_\_ Floor Tile \_\_\_\_\_

SALESMAN Gordon L. Dickson REGION Eastern DATE OF CALL 3/10/80  
& R. E. Byrne, Jr.

### ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

- |                                            |                                                              |
|--------------------------------------------|--------------------------------------------------------------|
| <input type="checkbox"/> MSDS              | <input type="checkbox"/> Health & OSHA Information Blue Book |
| <input type="checkbox"/> Dust Count Report | <input type="checkbox"/> Other, specify below                |

PERSONS INTERVIEWED: Herb Morino - Production Supervisor

CALL OBJECTIVE: Discuss their interest in "Calidria" tile grade asbestos

### RESULTS OF CALL:

Flintkote reportedly ran a plant trial with our tile grade asbestos in 1975 but has never shown any great interest in purchasing it for general use except during those times when Canadian fiber was not available. Since September 1978 we have been in occasional contact with Herb in an attempt to get them to use our asbestos on an on-going basis, but with little success. Now we find out that Herb is leaving the company at the end of the month and as he has been our only contact here, we appear to be back to square 1. Also found out that they are actively attempting to produce NAT and have had moderate success to date. In fact, some corporate people were there at the time of our visit for a third plant trial which was to be run on the following day.

JLM - A conversation with H&C later in the day revealed that Flintkote is a regular customer and they would be willing to give us any assistance that they could. Would you be interested in H&C handling SG-103 at a reduced discount or should we continue on our own?

### FOLLOW-UP ACTION REQUIRED:

GLD - Make arrangements to visit Terry Engman (Technical Director) and J. Brierly (Plant Manager) the next time in the Toronto area.

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NF PERMANENT FILE ☐