

METALS DIVISION
CUSTOMER CALL REPORT

CUSTOMER & LOCATION Ford Motor-Vinyl Operations
Mt. Clemens, MI **INDUSTRY** Sealants
CLASSIFICATION

SALESMAN Edward J. Kleber **REGION** Midwest **DATE OF CALL** 10/20/77
w/ J. L. Myers

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC ₂	W	V	Asb.
☐	☐	☐	☐	☐	☐	☐	☒

Other: _____

PERSONS INTERVIEWED: Dave Arndt - Chemist
Leo Bistak - Engineer

CALL OBJECTIVE: Deliver dust control engineering information obtained from
Harbans Singla of our Engineering Dept.

RESULTS OF CALL: We presented Dave and Leo with blue prints of our dust control system at King City, and the specifications for that system. John Myers went over the blue prints and specifications with them highlighting the portions that would be of interest to them. We also gave them additional dust count data which had not been presented at the seminar two weeks ago. Blair Ingalls' memorandum on filter plugging was also given to them for general information purposes.

The current time table on the underbody sealant project looks like this: the pilot plant is scheduled to begin making small amounts of the sealer in February 1978. They expect to be in full blown production by January of 1979. When they are in full production, they will consume 40-60,000 lbs./ year, depending on whether they go with RG-244 or RG-144.

We did learn one interesting thing. Ford is very dissatisfied with the current supplier of the underbody sealer, Allied Material. Their sealant tends to be lumpy and has a poor surface. We hastily added that they do not use our product in that formulation.

Although Ford Motor is not exactly thrilled about using asbestos in this formulation, there are two reasons which should work in our favor. First of all, RG-144 and RG-244 are so far the only things they have been able to make work. The second reason is that Ford is going to have to introduce lead in this sealer. They feel that ventilation and employee education is going to be necessary for lead anyway, so asbestos ends up being only part of their concern, rather than the whole problem.

FOLLOW-UP ACTION REQUIRED:

EJK - it is important to stay in close contact with Ford in order to combat any health-related concerns they may have about using asbestos. Ford should be contacted at least once a month. We get the definite impression that this formulation is mere a springboard for Ford to eventually set up a sealants division much along the lines of Chrysler. It is in our best interests to be in on the ground floor.

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PLAINTIFF'S
EXHIBIT

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