PLAINTIFF'S EXHIBIT
UC-4118

METALS DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: W. R. Grace, New York, NY — INDUSTRY CLASSIFICATION: Export Distributor

SALESMAN: F. J. SHORTSLEEVE, R. E. BYRNE, T. P. NORRIS, G. L. LINCOLN — REGION: WESTERN — DATE OF CALL: 2/2/82

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED: Albert Dombach
Asari Rijala

CALL OBJECTIVE:

RESULTS OF CALL:

Grace has an exclusive contract to sell SX14, SX24 in Mexico, Central America and South America, excluding Brazil. However, their sales of these products have averaged less than $100,000/year. This meeting was to express our concern and offer our help and assistance to increase sales in these countries. An offer to make joint calls to above countries as well as Europe was made and well received for Mexico, Central and South America but a negative reaction was received for Europe. Mr. Rajala who coordinates sales into this region was leaving on a two week trip into South America and was to advise us on his return where could best help each other.

FOLLOW-UP ACTION REQUIRED:

COPIES TO: ✓ GMC REB:~~HOF~~:JEW:KC-FILE:NF-FILE — NF PERMANENT FILE ☐

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