

CUSTOMER CALL REPORT

The Flintkote Company
4 Edison Place
Fairfield, NJ 07006

INDUSTRY
CLASSIFICATION

Corporate
Research

CUSTOMER & LOCATION

SALESMAN Gordon L. Dickson REGION Eastern DATE OF CALL 3/3/81
& R. E. Byrne, Jr.

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Dr. Charles Pagen
Whitman Dickson

CALL OBJECTIVE:

Discuss "Calidria" products for use in their western plants.

RESULTS OF CALL:

Came away again with little new information. Although this is their corporate research center it is difficult to find out what they do. One gets the feeling it is very little, although there is some indication that they are trying to find replacements for asbestos. There does not appear to be any interest on their part in evaluating any of our products and the RG-244 sample sent them last year is still untested and neither men seem to know anything about the asbestos grades presently being used at their various plants. The only constructive suggestion made was that we should introduce our Calidria products directly to their plant chemists at the plants in Vernon, CA; Portland, OR; and Ennis, TX.

FOLLOW-UP ACTION REQUIRED:

Appears to be very little objective in making additional visits here. Drop effort at least for the time being.

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NE PERMANENT FILE ☐

dal 3/4/81