

CUSTOMER CALL REPORT

CUSTOMER & LOCATION GAF Corporation
1361 Alps Road
Wayne, NJ 07470 **INDUSTRY** Vinyl Floor
CLASSIFICATION Tile

SALESMAN Gordon L. Dickson **REGION** Eastern **DATE OF CALL** 8/27/80
& John L. Myers

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Frank Hubbard - Director of Purchasing
 H. Philip Farnham - Vice President
 Rose Ann Munn - Asbestos Buyer (not seen)

PLAINTIFF'S
 EXHIBIT
 GF-1992c

CALL OBJECTIVE:

- 1) Meet new purchasing staff.
- 2) Discuss 1980 and 1981 Calidria tile grade asbestos requirements.

RESULTS OF CALL:

A very pleasant first meeting with both Frank and Phil. Frank, was was hired a few months ago from Exxon, has replaced Gunther Weierstall, who is no longer with GAF. Phil has been with the company for over a year, and is Frank's boss, although we did not find out his other responsibilities. The main theme that came out of our visit is that the purchasing philosophy at GAF is going to be drastically changed from what it has in the past. This has already been evidenced from the change in purchasing personnel and their attitude towards a better relationship with their suppliers. Both men appear very straightforward and responsive, and hopefully more reliable than some of our former contacts here. Larry Lyons, who has been replaced by Rose Ann Munn, is still present but no longer involved with asbestos purchasing. We did not see Bernie Jast, as he and Rose Ann were at their plant in Binghamton, NY, and are not sure if he is still overseeing the purchases of asbestos.

Discussed the situation at Atlas and got the impression from both men that they felt that Atlas was out of business for good. There was a rumor that someone else had recently put up some money but they had no confirmation on this. Apparently they had been buying Atlas for \$105/Ton which means they will be paying a \$17/Ton penalty from us if Atlas fails to reopen.

(OVER)

FOLLOW-UP ACTION REQUIRED:

Keep in close contact with their Wayne, NJ purchasing people.

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NF PERMANENT FILE ☐

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