

FILE NAME: DAP (DAP)

DATE: 1973 May 15

DOC#: DAP021

DOCUMENT DESCRIPTION: Call Report

MAY 21 1973

Date of Call 5/10/73

Territory CLEVELAND

Date of Report 5/15/73

Account

Names

Persons Interviewed

Titles

Name DAP, INC. *File*
Dept. _____
Address DAYTON, OHIO

DR. MARVIN SAGE
GEORGE CONLIN

R&D CHEMIST
MGR. ENVIRONMENTAL
CONTROL

Subject of Call METHODS OF CONTROLLING DUST WHILE HANDLING ASBESTOS.Customer's Product SEALANTS. CALKS. PUTTIES.J.M. Product & Grades 7RF4

J-M Action Requested

Wants two samples from Us: 1. 25 to 50 Lbs 7RF02 with 10% mineral spirits added.
(I informed him we would be unable to do this.) 2. 25 to 50 Lbs. 7RF02 with 15% mineral spirits added.

Competitive Situation and/or Sales Resistance

Primarily a Carey Account.

Pertinent Data

Dr. Sage is new at DAP, having come from 3M, I believe he had us confused with Carey Canadian as he referred to us as their "principal supplier" and mentioned Grade 7R33. He was informed that DAP's use of our material -80 to 100 tons/year of an obsolete grade - is a drop in the bucket at DAP, nevertheless we are anxious to assist in the hope of getting a better share. They have problems - their rail receiving dock is at the front of the plant and is white with dust,

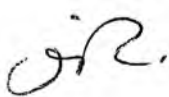
- A. DAP wants to know present state of pellitizing experiments, i.e.: how soon can they get samples.
- B. Asked for Bulletins from us, perhaps monthly, re fiber handling systems, shipping methods, packaging, etc., all related to OSHA.
- C. He thought of Mineral Spirits because of its volatility & thought fiber might be sealed in a poly bag, then inject spirits with needle & seal hole.

I made the excuse that our Research is in the process of moving and would be unable to make these samples.

cc: M. D. Webb, Asbestos
J. W. Axelson, Research

cc:

Signed


W. P. O'Reilly