METALS DIVISION

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT
UC-594

CUSTOMER & LOCATION General Electric Appliance Park, Louisville, KY

INDUSTRY CLASSIFICATION

SALESMAN Edward J. Kleber with F. H. Ancker & J. L. Myers

REGION Midwest

DATE OF CALL 11/13/75

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	

RECEIVED
NOV 24 1975

PERSONS INTERVIEWED: Marvin Wilson - Plastics Application Eng.
Ed Conners - Mgr. Environmental Protection
Maury Clay - Mgr. Industrial Hygiene
Ralph Hagen - Mgr. Plastics Application
+ 15

CALL OBJECTIVE:

Conduct RG-600 seminar for G.E.

RESULTS OF CALL: Marvin Wilson recently tried some RG-600 in their laboratory and was so impressed that he thought a seminar would be a good way to acquaint G.E. personnel with our products from a technical standpoint and, of course, he suggested we give them a talk on the hazards of using asbestos.

John Myers gave a detailed description of the current OSHA situation, as well as a brief look at the "Calidria" asbestos story.

Fred Ancker took it from there and extolled the many virtues of RG-600.

The most ground was covered after the meeting, with the above mentioned people. Marvin Wilson detailed the kind of immediate potential we have here. Fred Ancker will report the breakdowns but it totals out to about 1,000,000 lbs. of RG-600 per year. The technical and production people are very excited because G.E. has experienced terrible quality control problems and RG-600 may be able to help.

Our big problem here is going to be getting their medical department to go along with the use of asbestos. They feel that any fiber concentration above 0.1 fibers/cc means that they have to administer medical exams, a step they are not willing to take. We can only hope that technical and production will put enormous pressure on the medical department to get them to relent.

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FOLLOW-UP ACTION REQUIRED:

EJK - Keep after Marvin.

" - Send copies of John Myers SPE paper to Clay and Connors.

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: TPN:WCT/JEW:KC-FILE:NF-FILE:FHA
R. L. Schult J.E.Lenahan

Typed: 11/21/75 cjb

RESULTS OF CALL - continued:

To summarize, G.E. is very anxious to try RG-600; our problem is going to be selling the idea to the medical department. Appliance park is huge (employing about 17,000 people) and it certainly could be worth a large piece of business to us. We need to keep the pressure on.