

CUSTOMER & LOCATION GAF Houston, Texas INDUSTRY
CLASSIFICATION Floor Tile

SALESMAN J. E. Walsh REGION Southern DATE OF CALL 6-13-77

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC ₂	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	

PERSONS INTERVIEWED:

Howard Key - Purchasing Agent
Lowell Morris - Technical Superintendent

RECEIVED

JUN 27 1977

CALIDRIA

CALL OBJECTIVE:

Introductory call on shipping point floor tile account.

PLAINTIFF'S
EXHIBIT
GF-1993

RESULTS OF CALL:

Apparently Key and Morris share equal responsibility here as one fills in for the other in case of an absence. Key said GAF would prefer to back haul SG-103 in their trucks from California but the condition of the material on arrival in Houston is much poorer than when we piggy-back ship it. OSHA keeps a pretty close eye on them he said and loves our pellet as much as OSHA could possibly love us compared to the Atlas free fiber. As far as Key and Morris are concerned they wouldn't be adverse to using all CALIDRIA as it causes them less headaches and dust around the plant but unfortunately the decision on that comes from their northern headquarters. Left my card and home phone number in case they ran into an emergency situation that I might be of help to them.

FOLLOW-UP ACTION REQUIRED:

J.W. -- Once a year call frequency sufficient.

COPIES TO:

Mktg. Services; Others: REB:JRL:TPN:WCT:KC-FILE:NF-FILE/
J. E. Lenahan