

CALIDRIA
CORPORATION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Kentile Floors, Inc. VAT
Chicago, IL

SALESMAN T. P. NORRIS INDUSTRY COMMERCIAL DATE OF CALL 02/14/85

PERSONS INTERVIEWED: Ted Raye, Plant Manager
Andy Kolis, Chemist

CALL OBJECTIVE: Account maintenance.

RESULTS OF CALL:

Ted advised that current shipments of Bulk Cars have been arriving with asbestos fines above a tolerable level. They have a serious OSHA problem in the plant in that two employees have been alerting the OSHA office about asbestos hazards within the plant. This triggers an OSHA inspection and dust monitoring becomes mandatory. They prefer to be OSHA inspected and dust monitored while operating with bag material. However, they have recently been required to run their bulk system while undergoing dust monitoring. If excessive fines are in the SILO, not only will the results of dust monitoring be higher, but also excessive fines causes the asbestos in the SILO to stop flowing. When this occurs, a man must enter the SILO to move the asbestos manually to the screw conveyor. So far, they have passed all inspection. However, they would prefer not to send someone into the SILO as that can bring unwanted attention to the asbestos operation. Please do not put off-spec material into bulk-cars until further notice.

CHICAGO THROUGH 2/28/85

	<u>Tons</u>	<u>Annualized Budget</u>	<u>\$ M</u>	<u>Annualized Budget</u>
SG-103-5	252	84	42	15
SG-104	815	800	121	120

BROOKLYN THROUGH 2/28/85

	<u>Tons</u>	<u>Annualized Budget</u>	<u>\$ M</u>	<u>Annualized Budget</u>
SG-103-5	462	333	78	60
TOTAL	1,529	1,217	241	195

FOLLOW-UP ACTION REQUIRED: Maintain quarterly contact.

COPIES TO: GLD, GML, JEW, KC-FILE, PITT-FILE, JTK

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