

HEALTH DIVISION - "CALIDRIA" ASBESTOS

CUSTOMER CALL REPORT

CUSTOMER & LOCATION Celanese Plastics & Specialties Co.
P. O. Box 1962
Bishop, TX 78343
512/584-3511

INDUSTRY Thermoplastics
 CLASSIFICATION Polyesters

SALESMAN Gordon L. Dickson REGION Commercial DATE OF CALL 5/25/82
Sales

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PLAINTIFF'S
EXHIBIT
CEL-764a

PERSONS INTERVIEWED:

Bettie Ficklin - Buyer

CALL OBJECTIVE:

Assume account responsibility

RESULTS OF CALL:

Attempt to make a turnover call in February here with Jack Walsh failed due to weather conditions and a missed connection. It was decided that it would not be necessary for Jack to make a special "one visit" trip as I have called on them in the past.

No problems here except that their asbestos containing thermoplastic polyester (Celvax), which goes into the automotive, construction and appliance markets, is not selling well. Nothing we, and apparently they, can do about this at this time. The following is a brief sales history of RG-144 to this company:

1978 - 190M lbs.	1982 - 240M lbs. (Budget)
1979 - 190M lbs.	- 53M lbs. (To Date)
1980 - 121M lbs.	- 106M lbs. (Expected)
1981 - 212M lbs.	

Bettie expects to enter a truckload order in June or July but as this is an up and down business it is difficult to make accurate predictions.

FOLLOW-UP ACTION REQUIRED:

GLD - No real selling here as our sales are entirely dependent on how good their business is. (Only asbestos being used.) Twice a year visits should suffice.

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 dac 6/2/82