METALS DIVISION - CALIDRIA ASBESTOS

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT FK-210n

CUSTOMER & LOCATION Flintkote Irving, Texas INDUSTRY CLASSIFICATION Rock Coating

SALESMAN J.E. Welsh REGION Southern DATE OF CALL 8-8-81

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Art Hooker Director of Purchasing

CALL OBJECTIVE:

Call made on subject's new corporate headquarters.

RESULTS OF CALL: This new corporate headquarters location is housed in two white columned colonial mansion looking buildings which are joined together in the middle by a walkway. After introductions and pleasantries were exchanged, Art confirmed that they are now completely out of the floor tile business and are in the finishing process of selling off their Chicago Heights roof coating business and equipment to Karnak in New Jersey. Locally Monsey Products in Garland private labels their black and aluminized asphalt coatings. We have danced with Monsey in the past and never gotten anywhere with HPO even though their Garland people like it in the aluminized, their Kimberton, Pennsylvania headquarters will not let them use it. The only chance at a sale in Flintkote, Art said, would be at their Vernon, California location where they make both black and aluminized roof coatings. Art's records indicate that they have been using Lake Asbestos only, and a check of his aluminum paste consumption revealed that it was in the magnitude of 150M lbs. through June. At that paste level the HPO potential would be worthwhile as most formulations range from 2-6% of aluminum.

FOLLOW-UP ACTION REQUIRED:

TPN - The Vernon names Art gave me were Bert Scandella, Director of Purchases; Bill Bradley, Technical Director; and John Tannemen, Liquid Products formulations.

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