

FILE NAME: DAP (DAP)

DATE: 1973 Apr 16

DOC#: DAP020

DOCUMENT DESCRIPTION: Call Report

Date of Call 3-30 Territory Cleveland Date of Report 4-16-73AccountNamesPersons InterviewedTitlesName DAP, Inc. *File*
Dept. _____
Address 5300 Huberville Rd.
Dayton, OhioJim Bonfiglio
Dr Sage
Larry Poorman
D. H. MontgomeryTechnical Director
Chemist
Qual. Control Mgr.
P. A.Subject of Call Fiber SalesCustomer's Product Sealents, calks, puttiesJ-M Product & Grades 7RF4**RECEIVED**J-M Action Requested

APR 17 1973

Submit 5 lbs. 7RF02 (Sent from Cleve.)

H. G. DONOVAN
ASB. FIBRE DIVN.Competitive Situation and/or Sales Resistance

Primarily a Carey Account.

Pertinent Data

Jim Bonfiglio replaces Zits Obera who never did much for us. Dr Sage also is new, as is a Dr Dom who was out of town.

I reviewed the DAP-JM situation, emphasizing our lack of progress here for years. Pointed out that 7RF4 is an obsolete grade, no longer offered for sale, but still supplied to those who have used it right along. Carey took this account years ago because of color, but when our 02 textures came out, it was agreed these are comparable to Carey fibers and although Obera tested several of our 02 grades and told us they were "as good", no business materialized.

Bonfiglio will test 7RF02 for a product now using 7RF10, and hope to get our fibers back in.

cc: *MDW*
*FILE*Signed W. P. O'Reilly