

CUSTOMER CALL REPORT

CUSTOMER & LOCATION GAF Corporation
Wayne, NJ INDUSTRY Floor Tile
CLASSIFICATION

SALESMAN John L. Myers REGION Eastern DATE OF CALL 10/21/80
w/ G. L. Dickson & T. P. Norris

ASBESTOS HEALTH & REGULATORY DOCUMENTS PROVIDED:

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

PERSONS INTERVIEWED:

Mrs. R. A. Munn - Asbestos Buyer
Mr. L. G. Lyons - Previous Asbestos Buyer

PLAINTIFF'S
EXHIBIT
GF-1992b

CALL OBJECTIVE:

Determine balance of 1980 and 1981 requirements at
Long Beach and Vails Gate.

RESULTS OF CALL:

Discussed our 1981 plant cost projections and the reasons for same. They have plants in California so are aware of the energy situation. Long Beach should require 200-250 TPM minimum. They expect more if Flintkote discontinues tile production in California (their last U.S. plant). Vails Gate is about to complete lengthy study aimed at reducing asbestos content of tile and they are still looking at NAT. The evaluation includes cost/performance comparison between Calidria and Carey asbestos. We advised them of our 1981 "proposed" pricing (which does not have management approval): \$136/T with a \$4/T freight allowance, or \$132/T for Vails Gate. This is an 8% increase and Mrs. Munn advised that Carey's increase would be considerably less and hopes that we can do something to "help" them buy from us. We pointed out that we provide 70 and 90# bags, at their request, to LB & VG respectively; that our asbestos is pelletized, brighter and contains more fiber; and that we have been a more dependable supplier (no union or bankruptcy problems at King City). We promised to get back in a couple of weeks with a firm pricing proposal. If we want the business we will probably have to make some price concession based on volume, such as reducing the LB price by \$4/T for all tons over 4500 (total for both plants).

OVER

FOLLOW-UP ACTION REQUIRED:

1. Provide firm pricing ASAP (JLM).
2. Advise Mrs. Munn our inventory of empty 90# bags (GLD).
3. Obtain "red & black" bags from KC for GAF's evaluation and potential use (GLD).
4. Determine requirements and get orders for balance of 1980 (GLD).

COPIES TO: JRL:TPN:JCF:JEW:KC-FILE:NF-FILE

NF PERMANENT FILE ☐

dal 10/23/80