METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Moldan, Pineville, North Carolina

INDUSTRY CLASSIFICATION: Structural Foam

SALESMAN: J. E. Walsh REGION: Southern DATE OF CALL: 4-29-76

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC_2	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	X	

PLAINTIFF'S EXHIBIT UC-284

PERSONS INTERVIEWED: Roger McMahon, President

CALL OBJECTIVE: Call made on RG-600 prospect in structural foam.

RESULTS OF CALL: On arrival at Moldan I was advised that they were not running today and no one was available to see me. Asked for McMahon, who was listed as a contact here, and was advised that he was a couple of miles away at a company called Industrial Finishing Company. A trip to Industrial finally shed some light on the subject, as I finally got to talk with McMahon. According to Roger, Structural Foam Products in Pineville, also on our list, was UCC's first licensee for the process. He was a partner in it but they went out of business over two years. Moldan was then formed. Roger ran Moldan until it was bought out by Sunoco.

Right now Moldan is not running, but they haven't gone under. Roger is still involved with his new company, as apparently one of the most difficult problems with the foam process is finishing. Industrial is Moldan's sales agent and also the sales agent for another licensee, Decatur Plastics in Decatur, Tennessee. Both companies mold such things as tables, grandfather clocks, computer housings, and caskets and send them to Industrial for finishing. Roger buys a polyurethane coating from Carolina Coatings and finishes and sells the products that Moldan and Decatur produce. The resin is limited strictly to polystyrene, as this is the only type that Roger claims will take a finish coat.

In searching for possible 600 interest, Roger advised that all the resins are unfilled, as the process provides the strength properties required for the products being made. Although the call was a sales bust it at least was educational and covered three firms on our licensee list.

FOLLOW-UP ACTION REQUIRED:

REB - Can we get an updated list of the structural foam licensees?

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: REB:JRL:TPN:WCT:KC-FILE:NF-FILE
R. L. Schult J. E. Lenahan

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