PLAINTIFF'S EXHIBIT
UC-286

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Rangaire, Cleburne, Texas

INDUSTRY CLASSIFICATION: Structural Foam Licensee

SALESMAN: J. E. Walsh REGION: Southern DATE OF CALL: 4-1-76

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Walt Cimo, Plant Manager
Harry Stephenson, Sales Manager

CALL OBJECTIVE: Call made with R. E. Byrne and P. Smallwood, M & E, on a structural foam licensee.

RESULTS OF CALL: Rangaire's main line is exhaust vent hoods, light bulbs, small refrigerators, and intercom systems. They structurally foam mold a 6 x 8 foot fireplace for Monkey Ward's at their other plant in Otasca, Texas about three miles from here.

Rather than the usual product introduction and potential uses, we got right into a project they are now bidding on. The project calls for a structural foam slalom water ski. Convential skis of wood run about $180, and the object is to foam one to sell at about $40-50 in the chain stores as a lower cost same performance item. C. B. Nash in Fort Worth is the account, and quite an operation based on the comments thrown around. He handles skateboards and skis now, and according to Stephenson is the largest volume dealer in the country.

Stephenson had just returned from a meeting in Bound Brook with the structural foam people, and carried back a glass filled sample to bring to Nash. The object, if it can be accomplished, is to get a 30% PG-600 molded piece in Stephenson's hand to also present to Nash. With the time squeeze of only part of a week to work with it, it will be quite a trick. If the 600 outperforms glass and wins, the volume is projected at 2 MM 11 lb skis. In this application we would need to arrange for getting 600 compounded into the resin, as Rangaire isn't capable of doing it.

FOLLOW-UP ACTION REQUIRED:

REB - Please keep me posted on how you are progressing with the 600 filled sample, and what followup I need to do on the project.

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R. L. Schult J. E. Lenahan

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