PLAINTIFF'S EXHIBIT
UC-287

METALS DIVISION
CUSTOMER CALL REPORT

CUSTOMER & LOCATION: EXXON Baytown, Texas

INDUSTRY CLASSIFICATION: PP Manufacturer

SALESMAN: J. E. Walsh REGION: Southern DATE OF CALL: 3-29-76

PRODUCTS DISCUSSED:

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

RECEIVED
APR 8 1976

PERSONS INTERVIEWED: Terry Huff, Project Leader

CALL OBJECTIVE: Call made with R. E. Byrne to push RG-600.

RESULTS OF CALL: Terry has received the RG-600 project evaluation after it passed through the hands of Jack Powers. Dr. Buntin, the contact made here last trip, is Terry's boss. As RG-600 was relatively new with Terry, a product discussion on what it might do for them in PE & PP was given by R. E. Byrne. EXXON had originally talked about FCM equipment, but the suggestion was to use a Banbury to disperse. Info on FCM mixing will be sent to Huff when available. He has a three bag sample, and having heard our pitch is ready to go and test it. According to Terry, in absence of any signed agreements, if we do anything at all for their resins they won't tell us, but they will let us know if and where our failures occur. So, no news will be good news.

FOLLOW-UP ACTION REQUIRED:

JEW - Phone Huff around 5-1-76 to check on the status of the RG-600 evaluation.

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

Union Carbide trial exhibit UC-287: J. E. Walsh Customer Call Report on Exxon, Baytown, Texas, Pushing RG-600... Published by AsbestosClaims.Law
ACL Doc 15542 · Page 1 of 1 asbestosclaims.law/library/15542/1