METALS DIVISION

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT UC-291

CUSTOMER & LOCATION: Island Plastics, Waco, Texas

INDUSTRY CLASSIFICATION: Molded Sports Equipment

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

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Johnny Neuman, Technical Director
Mike Lassiter, Plant Manager

CALL OBJECTIVE: Call made with R. E. Byrne and P. Smallwood, M & E, on former RG-600 user.

RESULTS OF CALL: Island's principal business is making football helmets, shoulder pads, and other sporting equipment for McGregor, Nocona, and local universities, including Baylor, in town. As planning would have it, both R. E. Byrne and the writer were dressed in Baylor green and gold, although more closely resembling the Green Hornet and his driver Cato.

Island bought a pallet of 600 about a year ago and tried to disperse it and couldn't. They then turned to PMS who also failed, and then went to Schulman in Ohio, whom we recommended. For a ton run Schulman charged Island 35¢/lb for compounding, even though Island supplied the resin and 600. They tried the Schulman compounded material and found they couldn't correctly fill all of the mold, so the work on it stopped. Island still has about 150 lbs of 600 and also some compounded material still on hand. They haven't ruled 600 out by a long shot yet, as they feel that most of the difficulty was inadequate dispersion and their mold filling problem. After discussing 600 in more detail with Neuman, we advised him that we would send him a couple of compounded samples to work with when we received material from Adell in Baltimore. Island will test what we send them in a variety of applications and let us know the results.

FOLLOW-UP ACTION REQUIRED:

REB - Please let me know when the compounded material is available, and what you plan to send to Island.

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R. L. Schult J. E. Lenahan