METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Thermofil, Inc. Brighton, MI

INDUSTRY CLASSIFICATION: Custom Thermo-plastic Compounds

SALESMAN: Edward J. Kleber (with R. E. Byrne, Jr.)

REGION: Midwest

DATE OF CALL: 2/12/76

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Don Pinkston - Technical Director

PLAINTIFF'S EXHIBIT UC-292

CALL OBJECTIVE: Meet with Thermofil at their request to explore a use for RG-600.

RESULTS OF CALL: Thermofil has a customer interested in an asbestos filled polypropylene. This customer (unnamed) has seen PP filled with a Turner Brothers asbestos product known as Arpolene and is interested in a similar product from Thermofil. We discussed the merits and cost of RG-600 and Pinkston seemed suitably impressed. Before beginning an evaluation, however, Don wants to go back to the customer and try to work on a commitment. If everything goes well, we could see plant scale-up trials in the 4th quarter and 200M pounds of business in 1977.

FOLLOW-UP ACTION REQUIRED:

EJK - Check back with Thermofil the end of March.

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

Typed 2/17/76 cjb