METALS DIVISION

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT
UC-294

CUSTOMER & LOCATION: Brimms, Inc.
1075 Main Street
Buffalo, NY 14209
(716) 886-6247

INDUSTRY CLASSIFICATION: Plastics

SALESMAN: Gordon L. Dickson

REGION: Eastern

DATE OF CALL: 3/18/76

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Glenn Miller - Vice President

CALL OBJECTIVE: Follow up on their work with RG-600 (5th sample sent 6/2/75 by R. E. Byrne).

RESULTS OF CALL: Brimms is almost 100% involved in marketing. Has two sales groups, one for dental products and one for athletic equipment. The latter is an offshoot of the first and began when they went into the business of selling mouth protectors. Are now in other lines, including plastic hockey pucks, and are trying to develop a plastic hockey stick for street and institutional (indoor) games (not ice hockey). Have looked at several materials, including the "rail" of a boat ladder made from structural foam! So far everything has lacked the required flexural modulus. They do not do any compounding themselves but have arranged to have three glass reinforced samples injection molded by an outside source. They are Profil (polypropylene) Abasil (ABS), and Nylafil (nylon). Do not expect to receive them until the latter part of April Glenn said he would be interested in receiving several samples of RG-600 compounded resins if we could provide. Would probably require 50 pounds. Discussed our intent to provide such materials in the future, probably High Density and P.P., and would contact him when these become available.

FOLLOW-UP ACTION REQUIRED:

GLD - Check with them on their interest when RG-600 compounded samples are obtained. As this is a new venture for them, it is difficult to assess the potential market for us, but it appears to merit at least a minor effort on our part at this time.

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 3/29/76 cjb