METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Joslyn Electric Woodstock, IL

INDUSTRY CLASSIFICATION: Power Transmission Equip.

SALESMAN: Edward J. Kleber REGION: Midwest DATE OF CALL: 3/24/76

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

RECEIVED
MAR 29 1976

PLAINTIFF'S EXHIBIT
UC-297

PERSONS INTERVIEWED: J. C. Haarsma - Sr. Scientist - R&D

CALL OBJECTIVE: Follow up RG-244 and RG-600 samples sent as a result of conversations at SPI.

RESULTS OF CALL: John has not really looked at the samples yet, but has reviewed our literature and finds it interesting. He runs Joslyn's polymer labs and claims that their interests are quite wide, mainly in insulating materials. They use moderate amounts of Cab-O-Sil in epoxy and are open-minded regarding a replacement. The lab is beginning to fool around with thermoplastics, specifically polyolefins and RG-600 looks interesting. Work will progress, but probably slowly.

FOLLOW-UP ACTION REQUIRED:

EJK - Check back in 4-5 weeks.

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

Typed 3/25/76 cjb