PLAINTIFF'S EXHIBIT
UC-300

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Hercules, Inc. 900 Greenbank Rd. Wilmington, DE 19808

INDUSTRY CLASSIFICATION: Resin Producer

SALESMAN: Gordon L. Dickson (with R. E. Byrne, Jr.)

REGION: Eastern

DATE OF CALL: 3/11/76

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: Robert H. Heinold, New Product Development.

CALL OBJECTIVE: Determine status of RG-600 evaluation.

RESULTS OF CALL: Explained to Bob that we wanted to explore their interest in RG-600 for a proprietary reinforced PP and/or HDPE molding and extrusion compound and for both resins in structural foam.

Bob admitted that the results with RG-600 were "very good" but that inertia had set in. We reviewed his data in which RG-600 was compounded with a GP PP. Mechanical properties were good, creep was exceptional as was HDT. Impact was "not bad" as measured by a falling dart test. He said he'd have to get back to work on the potential in PP. Ken Andruszka, who was not available, is the key to HDPE. We got no name for structural foam, but these are subjects for a future visit.

Conversation overheard on an interrupting phone call: Hercules pays Dart Industries 8.5¢/lb. for compounding PC072 with OCF K885AB glass.

Bob will review his data and probably request additional RG-600 samples for further tests. He expressed interest in a PP - RG-600 - talc system which he will evaluate for a low-cost product. He will probably use a Banbury to compound these materials, although a twin-screw extruder was used in their initial evaluation.

FOLLOW-UP ACTION REQUIRED:

GLD - Check Heinold in 2-3 weeks to determine progress.

GLD - Check Andruszka re HDPE as soon as possible.

GLD - Check interest in SF.

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

Typed 3/16/76 cjb