PLAINTIFF'S EXHIBIT
UC-301

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Washington Penn Plastics Co., Inc.
2833 W. Chestnut Street
Washington, PA 15301

INDUSTRY CLASSIFICATION: Resin Compounder

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

REGION: Eastern

DATE OF CALL: 3/10/76

PRODUCTS DISCUSSED:

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

PERSONS INTERVIEWED: James A. Gerolium, Asst. Plant Mgr.

CALL OBJECTIVE: Introduce RG-600 (suggested by Ray Pohlman, Tech. Products - Louisville - "Calidria" asbestos distributor)

RESULTS OF CALL: Gerolium is a friend of Ray Pohlman, formerly a resin salesman for U.S.I.

Washington Penn compounds both custom and proprietary thermoplastic materials. Under the same ownership, V-Bat Plastics,also on W. Chestnut, specializes in Banbury compounds. V-Bat currently operates 21 shifts per week. Washington Penn has four single-screw vented extruders plus one not operating. Their screws are of their own design and Jim feels they should disperse RG-600. Washington Penn usually considers 3-400,000 pounds as minimum runs.

We discussed RG-600 in detail and Jim requested a large sample for trial work in PP, HDPE, and "other resins." Washington Penn has good testing facilities for most mechanica HDT, stress crack, etc., tests. They may want technical assistance on compounding.

Jim asked about our marketing plans. We told him the obvious, that we were still a bit undecided, but that we were out to sell primarily RG-600. We said we were playing it by ear, but that we hoped he would consider both custom and proprietary compounds. He agreed we could refer interested end-users to him for compounding.

FOLLOW-UP ACTION REQUIRED:

GLD - Send 1400-lb. sample of RG-600 - (sent 3/11/76).

GLD - Check back with Jim in 3-4 weeks.

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

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