METALS DIVISION

CUSTOMER CALL REPORT

PLAINTIFF'S EXHIBIT
UC-303

CUSTOMER & LOCATION: Amoco Chemical Corp. Naperville, IL

INDUSTRY CLASSIFICATION: Structural Foam

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

REGION: Midwest

DATE OF CALL: 3/3/76

PRODUCTS DISCUSSED:

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

RECEIVED
MAR 17 1976

PERSONS INTERVIEWED: Lee Sheridan
Carl Wentworth
John Piazinski

CALL OBJECTIVE: Find out why the RG-600 project died and determine if it can be revived.

RESULTS OF CALL: The idea of using RG-600 in HDPE in Amoco's structural foam pallets has died for a number of reasons, only one of them having to do with RG-600. They have experienc a drop in impact strength which has been attributed to the RG-600 itself, insufficient mixing and/or poor cell structure caused by molding techniques. At any rate, it is a problem they feel could be overcome. The main reason for Amoco's waning interest is simply that the deman for the pallet has gone down because of economics.

Lee did say that they have a couple of other areas in which RG-600 can be used. He also told us that he wasn't going to get into specifics at this time. We're just going to have to chec with them on occasion and when they are good and ready, they'll let us know what we can do.

One possible problem area we could have in any application is mixing. They are not in favor of going to a Banbury or FCM because it runs their costs up and they do not get adequate dispersion from their smaller mixing units. John asked REB for mixing data on RG-600 in a FCM which we promised to send as soon as available. At least this shows that they won't rule out that kind of mixing.

FOLLOW-UP ACTION REQUIRED:

EJK - Monthly contact with Sheridan should be maintained.

REB - Send FCM data to Piazinski.

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: 3/8/76 da