METALS DIVISION

CUSTOMER CALL REPORT

RECEIVED

NOV 16 1977

Eimco E&P

INDUSTRY CLASSIFICATION Custom Molder

H.C. Rhodes

SALESMAN J. F. Norris REGION Central DATE OF CALL 11/10/77

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

PLAINTIFF'S EXHIBIT UC-306

PERSONS INTERVIEWED: George A. Toelcke

CALL OBJECTIVE: Advise Customer on mineral Compound cost for RG600/PP.

RESULTS OF CALL: Original Cost of Compounding first 8,000# order was $1.14/LB. This was price quoted to Eimco using West Coast Compounder, Macline Co. City of Industry, Ca. See CCR dated 6/23/77. When Macline Co. cannot meet COMPOUND material, it was sent to Adell Chemical Co. Adell had similar problem on Macline, but did successfully ship material. However the Adell material had high moisture content which caused Eimco to perform additional drying before molding. Material was moved into 150# pound [illegible] in Chicago Bridge plant.

FOLLOW-UP ACTION REQUIRED: Eimco is to have Adell [illegible] additional shipping instructions.

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: WCT, JEN KC-FILE. NF-FILE MK [illegible], J. E. Lenahan, J. R. Loughlin

New Adell Compounding Co:

#		
10.000	—	$ .45#
20.000	—	.43#
30 000	—	.41
40.000	—	.40

This is compounding only and excludes cost of resin and RG600.

Needless to say George is concerned about increased Compounding cost and hastened to add that other reinforcing fibers are available at a lower cost than RG600 and also at lower Compounding cost. These other fibers will perform in a manner similar to RG600. We advised George that Mr. Fred Ancker was to visit Adell Plastics week of 11/14 to determine if new Compounding cost are the result of their reluctance to do additional Compounding work (OSHA related problems) or if gassing during Compounding slowed their mix cycle and thus increased their cost.

George expects to hear from his customer by 12/1 and no later than 12/15, we must advise him;

1. If above cost are firm or can be lowered through better processing — results at Adell Plastics
2. If we intend to stay in the business

If above answers are negative, we must advise George so he can submit additional samples to his customer using different fibers.

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