CUSTOMER CALL REPORT

CUSTOMER & LOCATION 48 Insulations, Aurora, IL

INDUSTRY CLASSIFICATION Insulation

SALESMAN Edward J. Kleber REGION Midwest DATE OF CALL 5/12/77

PRODUCTS DISCUSSED:

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

Other:

PLAINTIFF'S EXHIBIT UC-582

PERSONS INTERVIEWED: John Muschler - Purchasing Manager

CALL OBJECTIVE: Annual call on silicomanganese customer.

RESULTS OF CALL: John says that 48 Insulations have pretty much abandoned the idea of a plant in Winnepeg, Manitoba, but they are going ahead with plans to build a new plant in the Alabama-Mississippi area. He would like to know from us if we would ship silicomanganese slag from the Tenn-Tex plant and if so he would like an idea of the price. They need a 4" x D slag which would be shipped in bulk hopper cars. John recalls the problems that were incurred in years gone by when we shipped from Tenn-Tex but feels that if still available it could be utilized in their proposed plant in the south.

Our sales to 48 have slacked off, but John says "not to worry," business has picked up in the product line our slag is used in and we should see an order in the next 2-3 weeks.

FOLLOW-UP ACTION REQUIRED:

WDC - Who can I contact to answer John's questions re availability and price?

EJK - Report results to John.

- Continue normal calls (annually).

COPIES TO: Gen'l. Sales Mgr. (2); Mktg. Services; Others: JRL:TPN:WCT:JEW:WDC:RGS:NF/FILE

R. L. Schult J.E.Lenahan

Typed 5/13/77 cjb