PLAINTIFF'S EXHIBIT
UC-2204

METALS DIVISION

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: General Electric, Louisville, Kentucky
INDUSTRY CLASSIFICATION:

SALESMAN: Edward J. Kleber (with R. E. Byrne, Jr.) REGION: Midwest DATE OF CALL: 3/4/76

PRODUCTS DISCUSSED: Cr [ ] Mn [ ] Spec. [ ] Si [ ] CaC_2 [ ] W [ ] V [ ] Asb. [X] Other:

RECEIVED
MAR 17 1976

PERSONS INTERVIEWED: Marvin Wilson

CALL OBJECTIVE: Try to determine status of RG-600 evaluation.

RESULTS OF CALL: We continue to remain on the shelf. Marvin wants to evaluate RG-600, but he still isn't allowed to open the drums of resin containing RG-600. Marvin says that unfortunately he can foresee no way RG-600 will be evaluated until the new OSHA regulations are issued which will hopefully be more precise in their definitions of who needs medical exams. As far as G.E. is concerned, everyone in the building using RG-600 would need them (just for reference the home laundry building employs about 1000 people). This would include even an evaluation program since G.E. wants to take the resin Adell compounded directly to the plant, mold parts, put them in a few washers and run them for close to a year. The sad part here is that even if the OSHA regulations are cleared up by the 3rd quarter, we wouldn't see any business for a year after that.

Our only shot left would be to talk to Wilson's boss, Ralph Hagen. Marvin wasn't inclined to let us see Hagen and frankly, I didn't want to push him and risk irritating our biggest boost

FOLLOW-UP ACTION REQUIRED:

EJK - Stay in touch with Marvin.

FHA - I think the idea you had about calling Ralph may be a good one. Let's discuss

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

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