

METALS DIVISION
CUSTOMER CALL REPORT

PLAINTIFF'S
EXHIBIT

UC-299

CUSTOMER & LOCATION Stauffer Chemical Company
School House Road
Delaware City, DE 19706 INDUSTRY
CLASSIFICATION _____

SALESMAN Gordon L. Dickson REGION Eastern DATE OF CALL 3/11/76
(with R. E. Byrne, Jr.)

PRODUCTS DISCUSSED:

Cr	Mn	Spec.	Si	CaC ₂	W	V	Asb.	Other:
☐	☐	☐	☐	☐	☐	☐	☒	_____

PERSONS INTERVIEWED: Doug Stevenson - Chemist

CALL OBJECTIVE: Follow up on request for RG-100 and RG-600 samples.

RESULTS OF CALL: Doug's interest in our products was primarily academic and, although he took a cursory look at it in PVC and vinyl copolymers, found nothing to really excite him. Will keep our products in mind in case any of their customers find a fit for them (floor tile, piping, etc.) but at this point there does not appear to be a future for us here.

FOLLOW-UP ACTION REQUIRED: Drop effort.

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 3/17/76 cjb