

CALL REPORT

SALESMAN M. WintersCUSTOMER Firestone-Lk. CharlesDATE 7/30/81CONTACT Ozzie Haymon-Chem. Buyer

LAST CALL _____

TITLE

TYPE CALL

SOCIAL _____

BUSINESS _____

LUNCH _____

DINNER _____

PRINCIPAL
DISCUSSEDCOMMENTS:

People

Marsha Reed is the purchasing Agent.Ozzie is now the chem. buyer.Larry Burge was promoted from tech. dir. to plt. mgr. No tech. dir. has been named.

The production supt. was fired.

C. Ringle is chief process engineer and was on vacation.

Colloids

We were selling 992 but Ozzie told me they switched back to (Napco) Foamaster V.C. because production said they were using twice as much 992. I told Ozzie that we were selling 992 to other accounts who reported equivalent to less usage of 992. I also showed him a report I had on the effectiveness of 992. He said his hands were tied. He would prefer to use 992 since we do have a slight price advantage.

I had an appointment with N. Heyd but he was called into a meeting. Ozzie suggested I contact Earnest Pace, raw material engineer. He was not available.

Action

M. W. get detail on why they switched N. Heyd, Earnest Pace.

Usages

, Colloids

Foamaster V.C. - 30k lbs./yr.

Lomar LS or Daxad 16-T.T./mo. (bulk).

G.E.

D.C.347 60% emulsion

Triangle Chem

LE 458 - Union Carbied

Mazer EM100 - Mazer Chem)

Talc

Dip bales in 2% solution and spray containers

Millslip D - Millwhite Co. (Bryant, Ark) (This is a mud co.)

Firestone makes the solution (2% talc, water, soap)

Action

M.W. to determine offsets for Talc, releasing agents, Daxad 16 in Lomar L.S.

PLAINTIFF'S
EXHIBIT
WCD-272

CALL REPORT

SALESMAN Mike WintersCUSTOMER Firestone Synthetic Rubber DATE 6-17-82

CONTACT _____ LAST CALL _____

TITLE _____

TYPE CALL _____

SOCIAL _____

BUSINESS _____

LUNCH _____

DINNER _____

PRINCIPAL
DISCUSSEDCOMMENTS:Contact:

Marsha Reed - Purchasing Agent
Ernest Pace - Process Engineer

Leonard Burge is Plant Manager.
John Shremp is Technical Production Manager.
Jim Mathis is Technical Director.
Norman Heyde is Chief Process Engineer.
Bert Viator is Process Engineer.
Ernest Pace is Process Engineer.
Charles Ringle is Solution Plant Superintendant.

Colloids

Bert Viator who is on vacation is Process Engineer over the stripping columns. Ernest told me that Bert was the one that informed purchasing not to purchase anymore 992. They had a problem in usage. It was running fine and then for awhile they had to use about twice as much as standard. As a result, they couldn't afford it and switched back to Foamaster VC which they are currently using.

GE

They currently have approved Dow Corning 337 which they buy through Triangle Chemical, LE 458 (Union Carbide) and Mazer EM 100 (Mazer Chemical). This is used as a release agent in their drier belts. They use about 40 drums per year. Ernest Pace does the technical approval in this area. He agreed that he would approve our GE emulsion if we would send him in a pail that he would run in the plant. I told him I would get back to him on this.

Talc

They use about 100,000 a year of Milslep D (Milwhite Co., Dryant, Ark.). They make a 2% water, soap, talc, suspension and dip the carbon black master batch in this solution. All the rest of their rubber is film wrapped. We had a chance to bid on the talc business sometime ago but could not be competitive because of the freight factor from Dryant, Ark.

sc/7-6-82