METALS DIVISION

NOV 17 1977

CUSTOMER CALL REPORT

CUSTOMER & LOCATION: Manchester Industries, Maywood, IL

INDUSTRY CLASSIFICATION: Plastics Scrap Reprocessor

SALESMAN: Edward J. Kleber w/ M. S. Leung

REGION: Midwest

DATE OF CALL: 11/3/77

PRODUCTS DISCUSSED:

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

Other:

PLAINTIFF'S EXHIBIT UC-307

PERSONS INTERVIEWED: Ed Salizar - President

CALL OBJECTIVE: Find out where Manchester stands with RG-600.

RESULTS OF CALL: We presented Ed with two plaques of acrylic containing RG-600. The idea here is to take reprocessed acrylic, fill with RG-600, and sell to a manufacturer of wheels to replace his current nylon wheels. The reason for the acrylic is the fact that the most stringent property called for by his customers is surface hardness. The reprocessed acrylic filled with RG-600 would probably deliver to his customer at roughly .22¢ per pound. This contrasts with nylon at better than .50¢ per pound. According to Ed this is only the beginning. He likes the concept of filling reprocessed plastic with RG-600 using the 600 to bring it up to almost virgin specification.

One possible stumbling block could be compounding. Ed currently owns a single screw, high intensity extruder. We warned him that this may not be enough. He said that right now he's not particularly worried about the dispersion, if necessary he'd run it through the single screw extruder three or four times. He does have a twin screw extruder on order and that should solve the problem. This is one account where I'm happy to report that the health question should not be a problem.

Ed's plan right now is to present the acrylic samples to his customer, and if the customer is interested Ed will try to compound some material at his Maywood plant. The only thing that we can do at this point is to report to him the physicals from the testing lab in Bound Brook on the acrylics, and sit back and wait for his customer to make the next move.

FOLLOW-UP ACTION REQUIRED:

MSL - Send Ed physical test data.

EJK - Check in with Ed every four to six weeks to see what his customers reaction to our material is.

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Typed: 11/15/77 dal