Monsanto

CALL REPORT – ORGANIC DIVISION

DICTATE IN SEQUENCE:
1. HEADING INFORMATION
2. NAMES OF ADDRESSEES
3. NAMES OF CARBONEES
4. IMMEDIATE ACTION NEEDED
5. REPORT ON CALL

REPORT CAPTIONS:
1. OBJECTIVE
2. PERSONS CONTACTED
3. RESULTS
4. ACTION REQUIRED

CUSTOMER NAME					DATE OF CALL
Reynolds Metals Company					3/29/71
CITY AND STATE		DATE RECEIVED	DATE TYPED		
Longview, Washington		4/6/71	4/6/71		
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER	SALESMAN			
Western	Seattle	L. C. Shelton/fs			

TO C. L. Bradford
St. Louis

CC D. R. Hansen - Santa Clara
J. H. Davidson - St. Louis

PERSONNEL CONTACTED: Dean Adams - Maintenance Superintendent
Keith Long - Assistant Purchasing Agent

OBJECTIVE

Obtain commitment for Pydraul 135-A evaluation.

RESULTS

After discussing the cost savings and quality advantages of Pydraul 135-A, Adams indicated that he has no objection to a trial and will ask the Plant Engineer for approval to start adding our fluid as make-up in their ingot saw. If this application works satisfactorily, he feels that all their equipment could be converted to Pydraul. The potential is about $25,000/year.

Adams will be in touch with the Plant Engineer this week and I will contact them in a few days to confirm the trial and to discuss the timing.

ATTENTION JERRY DAVIDSON: Adams will be in Arkansas during the week of April 29 (the week of our sales meeting) for a meeting of Reynolds' engineers. I asked him to stop by St. Louis on his return trip and look over our facilities. He has tentatively accepted. I know things will be hectic that week, but let's try to roll out the red carpet. I will telephone you soon to work out the details.

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S-331 (REV. 12/68)

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