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
	of [redacted]	7/9/70
CITY AND STATE	DATE RECEIVED	DATE TYPED
Glousester City, New Jersey	7/10	7/13

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES

REGION	SERVICE CENTER	SALESMAN
SE	Wilmington	E. G. McCabe/sm

TO Willis Clark - St. Louis CC F. G. Sutton - SL

Contacted: Joe Giordano - Tech. Director

Objectives:

Discuss status of P.R.C. efforts to replace discontinued Aroclors.

Results:

Giordano has begun his efforts to replace Aroclors using other products. He indicated very strongly, however, that he will take this opportunity to evaluate products from competitors in addition to those from Monsanto.

Giordano is antagonistic toward Monsanto currently, due to what he phrased as "Monsanto's inflexible administration of policies concerning discontinuation of Aroclors". He feels Monsanto should have been ready to make some concession to P.R.C. to assist them in financing inventory.

We discussed performance aspects of our recommendations, and I am sending a sample of Aroclor 6062.

General:

Giordano reports to Mark Markham, the Genrral Manager of Gloucester and V. P. He also reports to Irv Seegman, Sr. V. P. and Director of Research in Glendale.

Future Action:

Closely follow replacement efforts.

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