CALL REPORT - MONSANTO EUROPE Elmer Wheeler -

COUNTRY	SALESMAN'S NAME	REPORT NO.	DATE	DISTRIBUTION
FRANCE	V.J. HEROUFOSSE		Nov. 21st, 1966	

CUSTOMER'S NAME: Raffinerie SAY

ADDRESS: 18, rue Vanneau, Paris 7e

TYPE OF BUSINESS:

CALLED WITH: Mr. M. Charvet, B.P. France

PERSONNEL SEEN - FULL NAME AND FULL TITLE	MONSANTO INTERNATIONAL ON	MONSANTO INTERNATIONAL OFF
Mr. Colmont		

DISTRIBUTION:
- ☐ FOREIGN SLS. REP.
- ☐ PROD. SUPV.
- ☒ PROD. MGR. DSC
- ☐ DIR. OF SALES
- ☐ DIR. AGENCY REL.
- ☐ SLS. SERV.
- ☒ CALL REPORT FILE
- ☐ CUSTOMER FILE
- ☒ ST-LOUIS EPC/RAS
- ☒ " DFS/RD
- ☒ Mofr. J.Thév.
- ☐
- ☐
- ☐

EXPANSION PLANS:

INVENTORY POSITION:

REQUIREMENTS

PRODUCT & GRADE	CONSUMPTION PER YEAR	PRICE	END USE	SUPPLIER

REMARKS : RATE THE ACCURACY OF INFORMATION WHEREVER POSSIBLE, I.E. 1. « ACCURATE », 2. « FAIRLY ACCURATE », 3. « JUST A RUMOR »

This company is studying the possibility of using fire resistant fluids in all its hydraulic operations. There does not seem to be a particular fire hazard in this sort of operation although we were not able to obtain details of the hydraulic uses. Apparently there is always some secrecy in sugar refinery and also in the alcohol distilleries which are linked to these sugar plants. There must have been a hydraulic fire which they do no want to talk about.

Mr. Colmont was particularly concerned about a fire occurring through the ignition of pools of hydraulic fluid lying under the equipment!

We supplied all the details concerning seals, resistant materials, etc. and B.P. are to submit a quotation to Mr. Colmont

It was difficult to assess the potential but this may be as high as 10,000 to 15,000 litres for a first fill.

Mr. Colmont wishes to know if there would be any toxicity problem when accidentally a small amount of Pydraul would drop off on a few lumps of sugar. Apparently this sometimes happens with mineral oil and they do not seem to bother to discard the contaminated sugar. They wish to know if they can act in the same way with Pydraul.

MONS 080289

Action : D. Smith or R. Davis : ~~please comment~~!

Elmer
Would you please drop a brief note to
V.J. HEROUFOSSE - BRUSSELS - cc R.DAVIS/DF Smith
R.A. STEENROD

Thank you, R. Davis

Bulg/M-4/10-65/300-1