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
Texas Eastern Transmission		12-6-72
CITY AND STATE	DATE RECEIVED	DATE TYPED
Shreveport, La	12-11-72	12-19-72

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG	CATEGORY CODES
CF PGB PHL CFF JHB	PJH DER PMG NTJ PEG				
REGION Date Rec'd SOUTHERN	SERVICE CENTER HOUSTON	SALESMAN JG Frederiksen /hk			

TO Cumming Paton - St. Louis CC J. Armentor - Houston
H. R. Ford - Atlanta
R. E. Hatton - St. Louis

Contacted: Walter Woods - Asst. Chief Engr. (by phone)

Objective: ESTABLISH TIMING FOR TURBINOL

Results:

Turbinol 1122: Woods is very favorable to an early meeting for Monsanto, to present updated information on Turbinol 1122 to Texas Eastern. We selected a tentative date of January 11, 1973 for the presentation. Walter and I agreed that Roland Moore should be present if at all possible, and that a letter written by R. E. Hatton to Moore regarding the meeting should be written.

ATTENTION: R.E. Hatton - St. Louis

Roger, please write a letter to Moore, with a copy to Woods and myself, introducing the purpose of our meeting and the suggested date of January 11, 1973. After the letter is received, I will check with Walter to confirm the 11th, or to change to a more appropriate date.

In addition to updating Texas Eastern on our machine experience and approvals for Turbinol 1122, I suggest we be prepared to discuss pricing, as well as anything else we may have to offer. There are two things I suggest we very strongly consider offering Texas Eastern regarding Turbinol 1122:

1. Fluid Incineration: At the end of a year and a half to two years T-E will have used up most of their Turbinol 153 material and will not have enough to be worthwhile saving and using. I think we should offer to incinerate the last remaining amounts of fluid Turbinol 153, within limits, free of charge.

JGF needs to be specific on volumes involved

2. Flush Fluid. Because of the added expense of having to flush the system prior to the initial fill of the 1122, I feel we should offer T-E some amount of flush fluid at no charge.

Clearly, the above offers, if approved, would be contrary to normal practice However, this is an exceptional situation. Texas Eastern was put in a very difficult position by our rapid exit of Turbinol 153. We were sole supplier and we gave them a very little time to choose a replacement fluid. We caused them to go through the current very expensive process of changing out fluid and shipping and consolidating remaining quantities of Turbinol 15

(contd. next page)

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DEPOSITION EXHIBIT PIF: 105

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MONSANTO

CALL REPORT — ORGANIC DIVISION

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Southern	Houston	JG Frederiksen			/hk

TO Cumming Paton - St. Louis CC PAGE 2.

This situation could not help but cause some ill feeling in Texas Eastern regarding Monsanto and Turbinol 1122. I feel the above actions would go far to remove that ill feeling and to help secure a favorable decision for Turbinol 1122 at Texas Eastern.

Please let me know what you think about this.

FUTURE ACTION: REH - Send letter to Moore, cc to Woods and JGF, ASAP

JGF - Followup with Woods re meeting by December 30.

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