M P P C SALES CALL REPORT

SALES REP NAME: ROBERT R. LOTH — CALL DATE: 6/7/83
PRODUCT(S) THIS CALL — GRADE
END USE: CAPACITOR FLUIDS

CUSTOMER NAME: CORNELL-DUBILIER
STREET ADDRESS
PHONE: (617) 996-8561
CITY/STATE — ZIP: NEW BEDFORD, MA

DISTRIBUTION OF REPORT

NAME	LOCATION	
ACTION		ACTION
HDQTRS PERSONNEL ONLY: M.W. TOUCHETTE	ST. LOUIS GALT	THEN TO FILE
REGION PERSONNEL ONLY: J.K. SEARS	GALT ST. LOUIS	THEN TO FILE
OTHER REGION/CUST. SERV. CTR.		

PERSONNEL CONTACTED

NAME	TITLE
ED LOBO	ENGR MGR
MR. REBELLO	PURCH

PERSONAL PLANNED CALLS/YEAR	PERSONAL CALL NO./YEAR	THIS IS A PHONE CALL REPORT (X)

OBJECTIVE OF CALL
DISCOVER WHAT IS CURRENTLY BEING USED IN CAPACITORS. ARRANGE FUTURE MEETING.

ACTION NEEDED:

RESULT OF CALL:
ORDER ( ) ON 6/7, I PHONED CORNELL-DUBILIER IN A FOLLOW UP MOVE TO DISCOVER WHICH FLUIDS ARE BEING USED. MR LOBO INFORMED ME THAT THEY ARE USING 100% DOP. I PLAN TO VISIT HIM IN THE NEAR FUTURE & WOULD LIKE AS MUCH INPUT/ADVICE AS POSSIBLE. IF YOU HAVE ANY QUESTIONS YOU WOULD LIKE ME TO ASK, PLEASE SEND THEM TO ME.
WAS ANYONE ASIDE FROM JOHN OREM INVOLVED WITH THIS?

CUSTOMER/COMPETITIVE/INDUSTRY INTELLIGENCE

(CIRCLE ITEMS COVERED)

CREDIT	PLANT/EQUIP.
END USE	PRICING
INDUSTRY	PROBLEMS
MARKET	PROCESS
ORGANIZATION	PRODUCT
PACKAGE	REGULATION
PERSONNEL	TECHNOLOGY
OTHER:	
NONE	

COMMENTS: PLEASE RESPOND ASAP.

PRODUCT/GRADE	DOP			
TOTAL ANNUAL LBS. M# ALL SOURCES	~1M			
TOTAL LBS. YTD M# ALL SOURCES				
PURCHASED FROM WHOM YTD M#				

DSW 587298

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