HEAT TRANSFER ACCOUNTS

(Key to Monsanto or because of Therminol FR Fluid volumes)

We selected only those key customers who bought Therminol FR fluid in 1970 and 1971. We are, however, sending letters to customers (some of whom are key accounts to Corporate Monsanto) who show up in 1968 and 1969 Therminol FR IBM runs. However, since these key accounts have not bought any fluid in 1970 and 1971, we believe the Therminol FR systems are very small (under 50 gallons). Consequently, we would not expect our formal notification letter to cause a major upset in Monsanto-customer relations.

1. Key Accounts where the formal notification letter was accompanied by a cover letter.

Parent	Subsidiaries (if any)
Alcoa	-
Atlantic Richfield	Arco Chemical Company
Cargill	-
Celanese	-
Cities Service Oil Co.	-
Chemetron	-
Continental Can	-
Crown Zellerbach	Gaylord Containers
B. F. Goodrich (100 gallons only)	-
Koppers	Morrison Molded Fiberglass Div.
Marcor	Standard T. Chemical
"	Container Corp.
Libby, Owens Ford	Aeroquip
Mead	-
Minnesota, Mining & Mfg.	-
National Starch	Proctor Chemical
Olin	-
Phelps Dodge	-
Sherwin Williams	-
Standard Oil of Indiana	Amoco Chemicals
Teledyne	Teledyne Read Co.
Union Camp	Harshaw Chemical
Union Oil	American Mineral Spirits Co.
Westvaco	-

Letters will be addressed to the Director of Purchases at the Head Office of the parent company.

Done 12/17

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2. Key Accounts notified by phone (December 17 to 20, 1971) with follow-up formal notification letter.

Parent	Subsidiaries (if any)
Airco	Airco Speers
American Cyanamid	-
Armco Steel	-
Athol Manufacturing	-
Betz Laboratories	-
Boise Cascade	-
Borden Company	-
DuPont	-
Duval Sierrita	-
East Alco Aluminum	-
Ethyl Corp.	-
FMC Corporation	-
GAF	-
General Electric	-
General Motors	-
Gilman Brothers	-
W. R. Grace	-
Grumman	-
Gulf Coast Aluminum	-
Interplastic Corp.	-
Kaiser Aluminum	-
Litton Industries	Hewitt Robbins
Malden Mills	-
Martin Marietta	Harvey Aluminum
Motorola	-
N L Industries	-
Nalco	-
New England Petroleum	-
North American Rockwell	-
Norton	-
National Southwire	-
Northwest Industries	Velsicol
National Distillers	US Industrial Chemicals
Owens Corning	-
Owens Illinois	-
Pennwalt	-
Pioneer Plastics	-
P&G	-
Quaker Oats	-
RCA	-
Republic Steel	-
Reynolds Metal	-
Riegel Paper	-
Schenectady Chemical	-
Soo Valley	-
Topco Associates	-

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Parent	Subsidiaries (if any)
U. S. Gypsum	-
U. S. Steel	-
Uniroyal	-
Universal Oil Products	-
Upjohn	-
Westinghouse	-
Sears Roebuck & Co.	DeSoto Chemicals
Revere Copper & Brass	-

3. Phone Calls (December 17 to 20, 1971) with personal visits by St. Louis Specialty Products Group management December 21, 1971 to January 7, 1972.

(Formal notification letter will be hand carried)

Parent	Subsidiaries (if any)
Allied Chemical	-
Armstrong Cork	-
Bendix	-
Burlington Industries	Pee Dee Fabrics
Continental Oil	-
Deering-Milliken	Sylvan Chemical
Diamond Shamrock	-
Enjay Chemical	Humble Oil
Firestone	-
Ford Motor	-
General Tire	Aerojet General
P. D. George	-
Goodyear	-
Inmont	-
Kentile	-
Lever Brothers	-
Lubrizol	-
Occidental Petroleum	Hooker
PPG	-
Purex	Lanson Chemical
Reichhold	-
Rohm & Haas	-
Shell	-
Standard Oil of California	Chevron
Stauffer	-
Sun Oil	-
Tenneco	-
Texaco	-
Union Carbide	-
U. S. Plywood-Champion	-
Witco	Argus

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Visits will be made to the parent company only by St. Louis personnel except in the case of Hooker. We plant to visit Hooker in Niagara Falls not Occidental Petroleum.

4. Key Customers who will be sent formal notification letters only (for competitive reasons).

Done

Dow
Dow Corning
ICI America

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