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
North Coast Chemical Company, Inc.					10/6/72
CITY AND STATE			DATE RECEIVED		DATE TYPED
Seattle, Washington 98108			10/9/72		10/9/72
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER		SALESMAN		
West	Seattle		A. W. Hempelmann/fs		

CP

TO J. D. Wright
St. Louis

CC A. G. Eades - St. Louis
A. L. Smith - Santa Clara

Called with Olin Keller of Great Western Chemical Company. Interviewed Roy Weaver, George Ewart, Knick Pyles and George Fowler, Chief Chemist.

PLASTICIZERS: This firm was formulating and marketing a concrete surface coating using chlorinated rubber as a resin and Aroclors 1254 and 5460 as modifiers. As Great Western had been their Aroclor supplier and they are running out of Aroclors, they felt it timely to evaluate other Monsanto products as Aroclor replacements. We suggested to George Fowler that he experiment with Santicizers 160, 261, HB-40, as well as Cereclor 70, which Great Western also could supply. Samples and literature were left with the customer.

During our discussion it was determined they are using a butyl Cellosolve in some of their formulations as a leveling agent. It was suggested Modaflow be investigated as a possible replacement. A sample and literature will be supplied to George Fowler.

SANTOMELT 990 CR: Knick Pyles inquired if Monsanto were interested in selling a technical formulation of this product which could be formulated into a deicing system. This firm would even consider a distributorship for Santomelt if we were not interested in selling them basic chemicals for further formulation. The matter has been referred to the Functional Products Group of the Specialty Chemicals Division.

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