CALL REPORT — ORGANIC DIVISION MARKETING DEPARTMENT

MAR 10 1969

DICTATE:
1. HEADING INFORMATION
2. NAMES OF ADDRESSEES AND CARBONEES

REPORT:
1. IMMEDIATE ACTION REQUIRED
2. PERSONS CONTACTED
3. OBJECTIVE
4. RESULTS
5. FURTHER ACTION REQUIRED

CUSTOMER NAME	DATE OF CALL
Ford Motor Company	3/3/69
CITY AND STATE	CHANGE REQUIRED CALL UNITS
Dearborn, Michigan	

CONTACT DATA AND MAILING LIST CHANGES - DISTRICT OFFICE USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
Pydraul 312					

TO
N. T. Johnson
St. Louis

CC
R. A. Garcia - Akron
Elmer Wheeler - St. Louis

Personnel contacted: Les Bartson - Mgr. Quality Control - Foundry
Paul Blume - Foundry Quality Control
Jim Underwood - Mgr. Maintenance Control - Foundry
Jack Radcliffe - Corporate Director of Plant Health & Safety
Don Greschaw - Rouge Area Industrial Hygienist
Les Zimmerman - Mgr. of Maintenance & Plant Engr.

Objective:
1. Follow up on shop trial.
2. Follow up on Bartson's recent visit to Pontiac Motors
3. Push for total Foundry conversion

Results: MAINTENANCE CONTROL DEPARTMENT

Jim Underwood reported complete satisfaction with the test runs thus far and felt that all significant leaks and line breaks were non-fluid related. Mentioned that line #1 presently running on water glycol would not be tied into line #2 until August 11th, 1969. The entire plant will be down for 2 weeks beginning on that date and this is when the new system will be tied in.

QUALITY CONTROL DEPARTMENT

Bartson reported that Pontiac has converted most of its molding machines from hydraulic to neumatic or air over oil systems. Bartson was quite impressed with Pontiac's tight maintenance program. He is scheduled to have a meeting with Bob Gardner, Les Zimmerman, and Tony Filpovitch on Wednesday, March 5th to discuss his findings at Pontiac. From what I could gain concerning the fluid from Bartson was that Pontiac was quite happy with the fluid, have had no problems with health, and have run their own fire resistance tests and found the fluid as good as a straight phosphate ester. It was quite difficult getting these statements from Bartson, thus I feel he will not offer them in the meeting on Wednesday. He has an axe to grind with the Production and Engineering people and I am sure his comments on Wednesday will center around how much smarter Pontiac is than Ford.

Bartson feels that Monsanto has not taken enough interest in Ford's operation. He feels we should put our multi-million dollar laboratories to good use. He has asked us to run a fire test involving heating

DISTRICT OFFICE	SALESMAN	DATE REC'D	DATE TYPED
Akron/Detroit	G. F. Fague/ep	3/6/69	3/7/69

S-331A (REV. 2/66)

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MONS 080345

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Ford Motor Company - Continued....	3/7/69
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TO CC

foundry sand and Pydraul and then passing a flame through the vapors to determine at what temperature flash back is noticed. I asked Paul Blume to set down all the parameters of the test and stated that we would run the test if they so desired.

Bartson finally commented that as soon as he receives word from Industrial Hygiene that Pydraul 312 is safe for use through out the foundry, he will allow the fluid to be put in all three lines. I questioned him at length on this statement, and verified it for myself. This is the only remaining obstacle. Evidentially the belt, the sand, the fire tests, etc. are only problems which will have to be dealt with by Quality Control once the fluid is in and running. These are not problems which will block the use of Pydraul 312.

CORPORATE PLANT SAFETY AND HEALTH DEPARTMENT

Upon leaving the Rouge Iron Foundry I contacted and then visited Jack Radcliffe, a long time friend and associate of Elmer Wheeler and also a past president of the AIHA. Radcliffe stated that at the time of the Pydraul leak into hot sand at the Foundry, Paul Toth an Don Gresehaw of the Rouge Area Industrial Hygiene Department were on hand to observe. Radcliffe remembered seeing a memo which he thought was sent to the Foundry people giving Pydraul 312 a clean bill of health. Radcliffe contacted Gresehaw in my presence and found out that this memo was merely sent to file for reference. He also found out that Gresehaw had written Elmer Wheeler in St. Louis and had received information back signed by Elmer's assistant.

Radcliffe stated that on the bases of the information contained in my proposal to Ford Motor Company he found no reason to blast Pydraul 312 or bar it from use in the Foundry.

ROUGE AREA INDUSTRIAL HYGIENE DEPARTMENT

I proceeded from Radcliffe's office to see Don Gresehaw. I answered all of Gresehaw's questions and ask if he would write a letter to the Foundry people stating that Pydraul 312 is as safe from a health standpoint as their present fluid. I ask that he copy in Bob Gardner, Les Zimmerman, Tony Filpovitch, and Les Bartson. Gresehaw promised that he would write this letter and stated that it would be all right to tell Zimmerman to expect such a letter in the near future.

continued.....

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MAINTENANCE & PLANT ENGINEERING

I then contacted Les Zimmerman - related to him what Bartoon had told me and told him to expect a letter from Industrial Hygiene giving a clean bill of health to Pydraul 312. Zimmerman seemed relieved that he would finally be getting this situation cleared up.

Further Action required:

1. Write up candidate M number specification for Pydraul 312 and submit to Jim Underwood.

2. Contact Zimmerman to determine results of Wednesday's meeting.

3. Contact Radcliffe and follow up on letter.

Attn: Elmer Wheeler

Your long time relationship with Jack Radcliffe certainly helped out in this case. He ordered Groschew to write the letter and ask that he see the letter before it was sent out. I am sure he will see to it that the letter is suitable to get action.

Somehow there must have been a slip up when Industrial Hygiene information was sent to Mr. Groschew at Ford. I was not aware that he had received any such information from Monsanto. Your office has always copied me in in the past so I am sure this was only a slip up. Thank you very much for the assistance and you may want to thank Jack the next time you see him.

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