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
WESTERN GEAR CORPORATION					8-17-71
CITY AND STATE			DATE RECEIVED		DATE TYPED
EVERETT, WASHINGTON			8-26-71		8-26-71
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER		SALESMAN		
WESTERN	SEATTLE		J.A. KRISS		

TO C.L. BRADFORD
ST. LOUIS

CC D.R. Hansen
J.H. Davidson
L.C. Shelton

PERSONNEL CONTACTED: Jim Blanchet, Project Engr.

Joint call made with L.C. Shelton

OBJECTIVE: Determine status of hydraulic ram being built and requiring 15,000 gallons of fire resistant fluid.

RESULTS

Western Gear is in the final stages of building a huge hydraulic ram with an accumulator. It is being built for the U.S. Coast Guard and will require 15,000 gallons of fire resistant fluid per fill. The number of units to be made is uncertain and depends on the performance of the first unit which will be completely assembled and tested in Everett and then shipped to the East Coast. The huge ram will operate in a pressure range of 1500-3000 psi as part of a ship or an off-shore installation.

Because of the large volume, the business is going on bid basis. Houghton is aware of fire-resistance and have quoted on their Houghtosafe 1120. Blanchet is looking for fire resistance, but he doesn't know how much fire resistance he needs and which test to use to determine his requirements. He mentioned a standard diesel cylinder test recommended by Houghton.

Blanchet led us to believe that specs and request for quotation will be mailed to us shortly.

ACTION REQUESTED

L. BRADFORD: 1) If we are prepared to reduce our list prices, we stand a good chance to get the business with our top fluid.
J.H. DAVIDSON: 1) Blanchet's problem is to determine how much fire resistanc he needs. Can you assist by providing data comparing our Pydrauls to the Houghtosafe 1120 on the Houghton diesel test, or do you have other meaningful fire resistance data?
2) With the sketchy information so far, do you think P-312 will be our recommended product?
3) Which Fyrquel is equivalent to Houghtosafe 1120? Do you have a list comparing specific Pydrauls to Houghsafe to Fyrquel, etc.?
D.R. HANSEN: I'd sure hate to "muff" this one for you--maybe you or someone In the product group would like to assist me in my next call approx. 9/13/71

/sb

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