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JOE LOWE COMPANY

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October 24, 1966

Monsanto Chemical Company
Organic Chemicals Division
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166

ATTENTION: MR. S. SHAW, MARKET SPECIALIST - FUNCTIONAL FLUIDS

Dear Stanley:

For three days last week, I sat in on the Task Committee on Donut Equipment at the Hotel Sherman to set up Sanitation Codes for Donut Equipment.

The Chairman of this group is Mr. Cy Madeley, American Bakeries Company, 10 South Riverside Plaza, Chicago, Illinois. The biggest single problem we had to contend with is that the sanitarians of both State and Local Government, Mr. Whitey Winters of The Kroger Company as well as a Representative of the City of New York, insist that firing tubes must be eliminated from donut kettles. This, of course, puts the Joe Lowe Company ahead of everyone else because of the "REMO-THERM" Fryer and the use of THERMINOL FR-2 as the heat transfer fluid.

During the discussions, I pointed out how the principle we use can have a broader application in the entire baking industry. I went into a great amount of detail on this with Mr. Madeley, who I believe is Chief Engineer of American Bakeries Company and who has two of our "REMO-THERM's" in their plants -- one in Detroit, Michigan and one in Brooklyn, New York.

Having had the experience with this remotely heated fryer, he is very impressed with its principle. He was equally impressed with the possibility of using this throughout the bakery for steam, heat, coal, and wherever hot water is required. I told Mr. Madeley that I had talked to you about this sometime ago and thought that Monsanto would go through a couple of bakeries to see what the requirements are for heating, cooling, refrigeration, steam and hot water; and perhaps Monsanto can make a study on it and see how remote heating can be applied to the baking industry.

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I honestly feel that you people should do something about it because this opens an entire new area for the use of THERMINOL and I am convinced, furthermore, that if a big central unit were placed in a bakery, tremendous savings would be accrued in the building of a new plant and at the same time make for a more efficient operation.

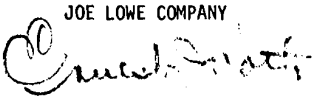
If you have discussed this with your associates since our last meeting together and have not pursued it further, I would like to suggest that you do so because you will have a very receptive ear with Mr. Madeley, as well as some of the other members, namely Mr. Ed Hildebrandt and Mr. William Kollman of the Continental Baking Company, Mr. Ernest Stolzer of Ward Foods, Inc. and I am sure many other outfits could be added to this list for a study.

If per chance my use of the English language does not clarify the situation, I would be happy to get together with you wherever you say and give you my thoughts and suggestions on how remote heating can be used in the baking business and from there, you can talk with Mr. Madeley, getting permission to go to one or a number of his plants to make a real study on the possibilities of applying the system to bakeries.

With sincere best wishes, I remain

Very truly yours,

JOE LOWE COMPANY



EQUIPMENT DIVISION

Ernest J. Roth
Director of Engineering
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