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
Bethlehem Steel Corporation					4/8/71
CITY AND STATE			DATE RECEIVED		DATE TYPED
Seattle, Washington			4/14/71		4/14/71
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
XC - Paul Cvancara					
Orig / C					
REGION	SERVICE CENTER		SALESMAN		
St. Louis	Seattle		L. C. Shelton/mr		

TO C. L. Bradford
St. Louis

CC D. R. Hansen - Santa Clara
J. H. Davidson - St. Louis

PERSONNEL CONTACTED: Buddy Yohn - Purchasing Agent

OBJECTIVE

Introductory call.

RESULTS

Yohn was somewhat concerned about our shortage of Pydraul 150 stock and our short shipment of their order earlier this month. I explained that the Pydraul 150 inventory was being pulled down intentionally and 150-A was being phased in because of ecology consideration. I pointed out that their order caught us "in between" and that our inventory will be back up to normal levels shortly.

Overall, Yohn is satisfied with our service and products and indicated there has been no problems with the use of Pydraul in the plant.

When I mentioned that I intended to contact Harold Schubert and John Engman, Yohn said that salesmen were no longer allowed in the plant except on an emergency basis and that I should limit my calls to the Purchasing Department. This is a rather odd attitude but I will play his game for the time being. Whatever turns him on!

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