Monsanto

FROM (NAME & LOCATION): R. V. Johnson - St. Louis

DATE: May 19, 1970

SUBJECT: AROCLOR KEY CUSTOMERS

REFERENCE:

cc: A. W. Hempelmann
R. E. Lamkin
W. G. Morlock
J. H. Schuch
J. D. Wright

TO: Willis Clark - WCLAR

Listed below are the key Aroclor customers in the Southwest Region. I have listed these by area within the region. These accounts will be contacted during the week of May 25. Naturally, our distributor locations will also be contacted.

J. H. Schuch - Area II

1. Missouri Solvents - St. Louis/Kansas City, Mo.
2. Certain-Teed - St. Louis
3. Cook Paint - Kansas City, Mo.
4. Enmar, Inc. - Little Rock, Ark.
5. H. B. Fuller - Memphis/Kansas City
6. P. D. George - St. Louis
7. Inmont - St. Louis
8. Steelcote - St. Louis

W. G. Morlock - Area IV

1. Allied Materials - Stroud, Okla.
2. Texas Eastman - Longview, Texas
3. Shell Chemical - Geismar, La.
4. Texas Highway Department - Austin, Texas
5. Texas Solvents - Dallas/Houston/New Orleans

R. E. Lamkin - Area VI

1. Clearprint - Emeryville, Cal.
2. Essex Chemical - La Mirada, Cal.
3. H. B. Fuller - Los Angeles/San Francisco
4. Great Western - San Francisco
5. Inmont - Los Angeles
6. Borden - Los Angeles/San Francisco
7. Poly Resins - Sun Valley, Idaho
8. Products Research - Glendale, Cal.
9. Technical Coatings - San Francisco
10. Central Solvents - Los Angeles/San Francisco

A. W. Hempelmann - Area VIII

1. Central Solvents - Portland/ Kent
2. Great Western - Portland/Seattle

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We will use the telephone in several cases due to the many square miles of area we cover (the Louisiana Purchase). Operation Conversion will begin on June 1 and on receipt of your suggestions for replacements by end-use application.

Please let us know how we can help to make this conversion easier.

Regards,

R. V. Johnson

RVJ:mwl

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