Monsanto

FROM (NAME & LOCATION) W. S. Clark - General Offices - B3NE

DATE : December 16, 1971

SUBJECT : AROCLOR WITHDRAWAL

REFERENCE :

TO : D. H. Bechtold
E. H. Fording
J. J. McNamara
F. G. Sutton
E. C. Wilde

~~C. D. Paton~~
W. E. Schalk
J. D. Wright

C.C. J D Wright
W E Schalk
W S Clark

Re Will's memo of December 16, key ~~fluid~~ Monsanto accounts for using Thermiol FR and method of notification revised somewhat stops list in my package of December 17 now applies.

I have attached a list of the key corporate accounts which the Fluids Group will be contacting in the near future. As you can see, the contacts are divided between letters only, phone calls, and personal visits. On the personal visits, if you desire to make this a joint call involving yourself or one of your salesmen, please contact Cumming Paton. He will be quite amenable to this type of arrangement.

Willis

Willis S. Clark

/dbw

TNGS 004609

PLAINTIFF'S EXHIBIT
218
10-26-95

KEY CORPORATE ACCOUNTS

NOTIFICATION PROCEDURE

CUSTOMER	LETTER ONLY	PHONE ONLY	Phone + PERSONAL VISIT	SPEC. PROD GP VISIT PLUS KEY DIVERSIFIED	
				1st Choice	2nd Choice
AIRCO	—	✓	—	—	—
ALCOA	✓	~~✓~~	—	—	—
ALLIED CHEM	—	~~✓~~	✓		
AMER. CYANAMID	—	✓	—	—	—
ARMCO STEEL	—	✓	—	—	—
ARMSTRONG CORK	—	—	~~✓~~	Plasticizers	—
ATHOL MFG	—	✓	—	—	—
ATLANTIC RICHFIELD	✓	—	—	—	—
BENDIX	—	—	✓	—	—
BETZ LABS	—	✓	—	—	—
BOISE CASCADE	—	✓	—	—	—
BORDEN	—	—	✓	PLASTICIZER	—
BURLINGTON IND	—	—	✓	TEXTILES	—
CARGILL	✓	—	—	—	—
CELANESE	✓	—	—	—	—
CHEMETRON	✓	—	—	—	—
CITIES SERVICE	✓	—	—	—	—
CONTINENTAL CAN	✓	—	—	—	—
CONTINENTAL OIL	—	—	✓		
CROWN ZELLERBACH	✓	—	—	—	—
DEERING MILLIKEN	—	—	✓	TEXTILES	—
DIAMOND SHAMROCK	—	—	✓		
DOW	✓	—	—	—	—
DEL CORNING	—	—	✓		
DUPONT	—	—	✓		
DUVAL SIERRITA	—	—	✓		
EAST ALCO AL.	—	—	✓	—	—
ENJAY CHEM.	—	—	✓		
ETHYL CORP	—	✓	~~✓~~		
FIRESTONE	—	—	✓		
FMC	—	—	✓		
FORD MOTOR	—	—	✓		
GAF	—	—	✓	HGP	

TNGS 004610

WATER_PCB-SD0000076705

CUSTOMER	LETTER ONLY	PHONE ONLY	Phone + Personal Visit	Spec. Prod Gp Visit + Key Bus. Gp or Div 1st choice	2nd	3rd	Zurich
GENERAL ELECTRIC	—	—	✓	—	—	—	
GENERAL MOTORS	—	—	✓				
GENERAL TIRE	—	—	✓				
P. D. GEORGE	—	—	✓				
GILMAN BROS	—	✓	—	—	—	—	
B F GOODRICH	✓	—	—	—	—	—	
GOODYEAR	—	—	✓	—	—	—	
W R GRACE	—	—	✓				
GRUMMAN	—	—	✓	—	—		
GULF COAST AL.	—	—	✓	—	—		
ICI AMERICA	—	✓	—	—	—		
INMONT	—	—	✓	—			
INTERNATIONAL PAPER	✓	—	—	—	—		
INTERPLASTIC	—	✓	—	—	—		
KAISER ALUM.	—	✓	—	—	—		
KENTILE	—	—	✓	Plasticizer	—		
KENT PLASTICS	—	✓	—	—	—		
KOPPERS	—	✓	—	—	—		
LEVER BROS	—	—	✓	Inorg	—		
LITTON	—	✓	—	—	—		
LUBRIZOL	—	—	✓	Gen. Chem	—		
MALDEN MILLS	—	✓	—	—	—		
MARCOR	✓	—	—	—	—		
MARTIN MARIETTA	—	—	✓				
MEAD	✓	—	—	—	—		
3-M	✓	—	—	—	—		
MOTOROLA	—	—	✓	ELECTRONICS			
N.L. INDUSTRIES	—	✓	—	—	—		
NALCO	—	✓	—	—	—		
NEW ENGLAND PET	—		✓				
NORANDA	—		✓	—	—		
NORTH AM. ROCKWELL	—	✓	—	—	—		
NORTON	—	✓	—	—	—		
NATIONAL STARCH	✓	—	—	—	—		
NATIONAL SOUTHWIRE	—	—	✓				

TNGS 004611

WATER_PCB-SD0000076706

	Letter Only	Phone Only	Phone + Personal Visit
NORTHWEST IND.		✓	
NATIONAL DISTILLERS		✓	
OCCIDENTAL PET.			✓
OLIN	✓		
OWENS CORNING			✓
OWENS ILLINOIS			✓
PENNWALT			✓
PHELPS DODGE	✓		
PIONEER PLASTICS		✓	
PPG			✓
P & G	✓		
PUREX			✓
QUAKER OATS		✓	
RCA		✓	
REICHHOLD			✓
REPUBLIC STEEL		✓	
REYNOLDS METAL		✓	✓
RICHMOND		✓	
RIEGEL PAPER	✓	✓	—
ROHM & HAAS			✓
SCHENECTADY CHEM.		✓	✓
SHELL			✓
SHERWIN-WILLIAMS	✓		
SOO VALLEY		✓	
STD. OIL - CALIFORNIA			✓
STD. OIL - INDIANA	✓	✓	
STAUFFER			✓
SUN OIL			✓
TENNECO			✓
TEXACO			✓
TOPCO ASSOC		✓	
UNION CAMP	✓		
U. C. C.			✓
UNION OIL		✓	
UNITED MERCHANTS & MFRS.		✓	✓

TNGS 004612

WATER_PCB-SD0000076707

	Letter Only	Phone Only	Phone & Personal Visit
U. S. GYPSUM			✓
U. S. Plywood-Champion			✓
U. S. STEEL		✓	✓
UNIROYAL		✓	
UNIVERSAL OIL PROD.		✓	
U.P. JOHN			✓
VAN WATERS & ROGERS	✓		
WESTINGHOUSE			✓
WESTVACO	✓		
WITCO			✓
SEARS (DESOTO)			✓
REVERE COPPER BRASS			✓
L.O. FORD (AEROQUIP)	✓		
SUN CHEMICAL	✓		
TELEDYNE	✓		

WATER_PCB-SD0000076708

2/25

(128) Joel Levy - Princeton Chem. Res. - Rocky Hill N.J.

(132) Bob Statzell - Bendix - South Bend, Ind.
Mr. Lodge - Sarty - above is only user.

(133) Jerry Griffin - Coca Cola, Flint Mich.

(134) John Matte - Tenneco, Abbeville La. (Intercoasts City)

Furno - Nalco Chicago
order 4 - T55 + 4 - 65

(135) Lezzer - Phelps Dodge

(1) [illegible] to credit on return of used T77 - 2 drums

(2) Disposal 2 drums T77 + Kerosene. 3¢/lb delv'd to Sauget, Ill.

(3) 3 drums FR2 for incineration OK

(4) 3 drums used phosphate ester - MCS 389 for disposal

(5) 1 drum new phosphate ester - MCS 389 for credit

(6) 4 - 5 gal cans T77 for credit.

(136) Tom Shipley Armco Steel, Middletown, O.

Gladys - N.Y.O - Call [illegible] - [illegible] - Bristol Pa.

TNGS 004614

WATER_PCB-SD0000076709

(7) 2/24

Bob Haden - PPG Industries, Lake Charles, La.

Tom Mahalek - Xerox, Rochester

2X Joel Levy - Princeton Chemical Research, Rocky Hill N.J.

Rudy Baum - High Vacuum Technology, Passaic, N.J.

Frank Sanoica - Dana Corp., Churubusco, Ind. - 3/2 visit

Merle Radkey - FMC (Amer. Visc.) Lewistown -

Fred [illegible] [illegible] - not in - called back

John Matte Tenneco - " "

Schettler - McClain Monsanto St. Peters - " "

2/23 (7)

~~Joel Fowler - Crane & Vandalia, Ill.~~

~~Loyd [illegible] - Xerox Rochester, N.Y.~~

~~[illegible] Schaeffer - Specialty Papers Dayton, O.~~

~~[illegible] - [illegible] Grandview, [illegible]~~

~~Fred Boga - G.M. Research Lab [illegible], Mich.~~

~~Frank Sanoica - Dana Corp. [illegible], Ind.~~

~~Bob Haden - PPG Industries, Lake Charles, La.~~

~~Buckner - American Enka, Lowland, Tenn.~~

TNGS 004615

4/14

Tecumseh Products, Marion, O., Glen Watkins

(1) Tenneco Color Div., Reading, Pa., Richard Hack (in meeting)

(3) Texas Instruments, Dallas Tex., George Rogers (not in)

Texsteam Corp., Houston Tex., Joe Ault (call back Mon)

(2) Tenneco Chem., Lobeco, S.C., (no answer)

Thermofit Inc., Jackson Miss., Mr Warner (call Mon)

Topco Laminates, Kansas City Mo., only system at East South Kan. call back re fluid disposal

TNGS 004616

(B) 4/17

Reichhold Chemical Inc., Tacoma Wash, Charles Allyn

Rhodia, Portland, Ore., Wayne Vantzelfden

Raychem Corp., Menlo Park Cal. John Flather - will call back

Sta. Oil of Cal., San Francisco, Cal, W. E. Gale - not in

Tenneco Color Div., Reading, Pa., Bryden

Tenneco Chem, Lobeco, S.C., Plumbo - not in

Texas Instruments, Dallas Tex., Terry Erwin

Texsteam, Houston Tex. Joe Ault - not in

Toxco (Buell Cabinet) Fort Scott, Kan., Arnie Buell

Thermojet Inc., Jackson Miss, Mr. Warriner

TNGS 004617

(10) 4/18

Burlington Ind, Cheraw S.C., Bill Keenum

Southern Dyestuffs, Charlotte N.C., Nick Weaver

(1) BI Chem (Burlington), Greensboro, N.C., Ballou — in mtg - he will call back

(1) Abbeville (Bering Milliken), Abbeville S.C., Carmichael — George Bruce - he will call back - call G. Bruce

Attol Mfg., Butner N.C., Bill Smith

Texsteam, Houston Tex., Joe Ault - not in

(1) Thayer Coggins, Hi Point, N.C. Mr. Alloma Skeen

(2) Martin Marietta, Denver Col., Ed Lamoine

(1) Tenneco, Lodeco S.C., Mr. Palumbo - he will call back

Std. Oil of Cal., San Francisco, Cal., Bill Gale

Owens-Illinois, Brockport N.Y. Roger Phend

Owens-Illinois, Bridgeton, N.J. Andy Menzie

U.S. Steel, Clairton, Pa, Tom Stephens (in mtg.)

Harshaw Chemical, Elyria, Ohio, Froelich - not in - send letter.

Owens Illinois, Los Angeles Cal, Louis Iride

TNGS 004618

JERRY DAVIDSON - LOS ANGELES
Therminol FR-2, FR-3 Customers

Director of Purchases
Airesearch Mfg. Co.
2525 W. 190th St.
Torrance, California 90504

Director of Purchases
Armco Steel Corp.
P.O. Box 159
Davis, Calif. 95616

Director of Purchases
Carnation Research
8015 Van Nuys Blvd.
Van Nuys, Calif.

Mr. Jeff Williams, Process Engr.
Chanslor Western Oil
Fellows, California

Director of Purchases
Climate Conditioning
10560 Fern Ave.
Stanton, Calif.

Director of Purchases
Crown Zellerbach
Antioch, Calif.

Director of Purchases
Donje Cal-Themes Corp.
16109 Piuma
Cerritos, Calif.

Director of Purchases
Fibreboard Corp.
4301 E. Firestone Blvd.
South Gate, Calif.

Director of Purchases
Greentree Electronics Division
Irvine Industrial Complex
Bell & Howell Co.
2602 Michelson
Irvine, Calif.

Mr. John Cherry
Harvey Aluminum Incorporated
19200 S. Western Ave.
Torrance, Calif. 90509

Director of Purchases
Hunt Foods
United Can Division
P.O. Box 591
Fullerton, Calif.

Director of Purchases
Intermountain Concrete
425 W. 17th St.
Salt Lake City, Utah

Mr. Ron Meimel, Plt. Mgr.
Interpace
P.O. Box 785
Ione, Calif. 95640

Mr. Robert Dagenais, Sales Mgr.
Western Precipitation
Joy Manufacturing Co.,Inc. Div.
P.O. Box 2744 Terminal Annex
1000 W. 9th St.
Los Angeles, California

Mr. Lee Dean
Director of Purchases
Santa Fe Springs, Calif.

Director of Purchases
Magna-Screen Inc.
9177 Kelvin Ave.
Chatsworth, Calif. 91311

Director of Purchases
Pacific Airmotive
2940 N. Hollywood Way
Burbank, Calif. 91503

Director of Purchases
Patrick and Company
569 Market St.
San Francisco, Calif.

TNGS 004619

WATER_PCB-SD0000076714

Mr. Ron Tisch - Plt. Engr.
W. R. Grace & Co.
Highway 60 East RR No. 1
Owensboro, Ky.

Director of Purchases
Great Lakes Carbon Co.
Graphite Products Div.
P.O. Box 40
Morganto, N. C. 28655

Mr. Wm. BaileyIII, Proj.-Mgr.
Industrial Development Board
of the Town of Courtland
c/o Rust Engineering Co.
P.O. Box 101
Birmingham, Alabama

Director of Purchases
Interpace
P.O. Box F
Mankato, Kansas 66956

Director of Purchases
International Paper
Bagpak Division
P.O. Box 2044
Cullendale Sta.
Camden, Ark. 71701

Director of Purchases
International Paper
Auburndale, Fla.

Director of Purchases
Kent Plastics Corporation
1528 N. Fulton Ave.
Evansville, Indiana 47710

Director of Purchases
Koss Construction Co.
Box 277
Yukon, Oklahoma, 73099

Director of Purchases
Lawrence Paper Company
Lawrence, Kansas 66044

Mr. Carlos Guttierrez
Director of Development
Magnolia Industries
Old Iron Ore Road
P.O. Box 1926
Spartanburg, S.C. 29301

Director of Purchases
Mead Container
Spartanburg, S.C.

Mr. R. F. Simmons, Pur. Agent
Wood Treating Chemicals
5127 Southwest Ave.
St. Louis, Mo.

Director of Purchases
The Kellogg Co.
P.O. Box 3866
96th & F. Sts.
Omaha, Nebraska 68103

Director of Purchases
North American Rockwell
4300 E. 5th Ave.
Columbus, Ohio 43219

Mr. Dick Benjamin
Plant Manager
Patco Products
P.O. Box 167
Grandview, Mo. 64030

Mr. T. T. Lithgow - Asst. to V.P.
C. J. Patterson
3947 Broadway
Kansas City, Mo. 64111

WATER_PCB-SD0000076715

Director of Purchases
The Pillsbury Company
Pillsbury Farms
P.O. Box 427 C-9
Ridge Road
Gainesville, Fla. 32601

Director of Purchases
The Pillsbury Co.
P.O. Box 669
Gainesville, Ga. 30501

Director of Purchases
Pillsbury Company
1 Sycamore St.
Terre Haute, Ind. 47808

Director of Purchases
Packaging Corp. of America
2 W. Scott St.
Vincenne, Ind.

Director of Purchases
Process Control Corporation
Peachtree DeKalb Airport
Chamblee, Ga. 30340

Director of Purchases
Proctor Chemicals
Salisbury, N. C.

Mr. Homer Dunman - Plt. Mgr.
Reichold Chemicals
Box 6227
Jacksonville, Fla. 32205

Director of Purchases
Riegel Paper Corporation
5810 Fee Fee Road
Hazelwood, Mo.

Director of Purchases
Riverside Oil Mill
Marks, Miss. 38646

Mr. Robert Harrell
Assistant Mgr.-Engr.
S.C.M. Corporation
Glidden-Durkee Division
P.O. Box 389
Jacksonville, Fla.

Mr. J. Morgan - Engr.
A. O. Smith Indland, Inc.
2700 W. 6th St.
Little Rock, Ark. 72206

Director of Purchases
South Texas Chemical
Mt. Holly, N.C.

Director of Purchases
Southern Bakery Co.
375 Highland Ave.
Atlanta, Ga. 30312

Director of Purchases
Stuckeys, Inc.
Eastman, Ga.

Director of Purchases
Tenneco Chemicals
P.O. Box 815
Lobeco, S. C. 29931

Mr. Bill Wiggins - Plt. Engr.
Thiele Kaolin
Sandersville, Ga.

Director of Purchases
Union Bag Camp Corporation
Lakeland Plant
P.O. Box 1608
Lakeland, Fla.

Mr. J. J. Hill - Chief Plt. Engr.
Union Camp Paper Corporation
793 N. Lathrop Ave.
Savannah, Ga. 31401

WATER_PCB-SD0000076716

Director of Purchases
Union Camp Corporation
Container Division
P.O. Box 645
Morristown, Tenn. 37814

Director of Purchases
Union Camp Corporation
P.O. Box 1568
Decatur, Ala. 35620

Mr. W. A. Brickey - P.A.
Union Carbide Nuclear Co.
Oakridge, Tenn.

Mr. Noel Metcalfe - P.A.
Pratt-Whitney Aircraft
Div. United Aircraft Corp.
W. Palm Beach, Fla.

Director of Purchases
Velsicol Chemicals
Memphis, Tenn.

Director of Purchases
Westvaco Corporation
N. Charleston, N.C.

Mr. Dave Orcutt - Gen. Mgr.
Westvaco Corporation
Gastonia, N. C.

Director of Purchases
Western Chemicals
417-427 S. 4th St.
St. Joseph, Mo.

Mr. George Smith
Slyvan Chemical Co.
P.O. Box 66
Inman, S. C. 29349

Mr. Roger Beatty
Leslie Manufacturing Corp.
Rocky Ave.
Lebanon, Tenn. 37087

Director of Purchases
Southern Dyestuff Co.
Div. Martin Marietta Co.
P.O. Box 10098
Charlotte, N. C. 28201

Director of Purchases
University of Oklahoma
660 Harrington Oval
Norman, Oklahoma 73069

Mr. Peter J. Fass, Director of Purchases
Reichhold Chemicals
P.O. Box 1610
Tuscaloosa, Alabama 35401

Director of Purchases
Union Camp Corporation
8300 Valcour
Affton, Mo. 63123

Director of Purchases
Colonial Baking Co.
211 Moreland Ave. NE
Atlanta, Ga.

WATER_PCB-SD0000076717

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Addendum to Conversions

Reichhold Chems. — less .05/lb based on 40 drums or #.30/lb
— fit by cust both ways
— incineration by Monsanto
(2000 gals) (.05 for salvage on 75% is

Thiele Kaolin — less .05/lb on T-66
— flushing fluid no discount
— fit by cust both ways
— flushing fluid returned for disposal at cust cost
— possible salvage for FRI at .05/lb.
(3000 gals)

Fine Organics — less .05/lb on T-66
Sodi, N.J. — fit by Mons on return
— incin by Mono.

Parkson Corp. — $.05/lb std disc.
Fort Saudardale — fit & disp by Mons.

Pima Mining — std .05/lb.
Tucson Ariz

Tennaco Chemicals — less .05/lb. — return fit by cust —
Sobeco S.C. — disposal by Mons.

Tenneco - offshore — less .05/lb. — ret fit by cust —
disp cost by Monsanto.

Vapor Corp — T-66 at .33/lb (12-19 drums)
ret fit by Vapor — we absorb
disp cost.

TNGS 004623

WATER_PCB-SD0000076718