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
KAWECKI BERYCLOR					6/12/72
CITY AND STATE			DATE RECEIVED		DATE TYPED
WENATCHEE, WASH.			6/20/72		6/20/72
CUSTOMER MAILING LIST CHANGES—SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
~~CP~~ ~~DER~~					
~~PGB~~ DER					
~~PHL~~ PWG					
~~CPT~~ NTJ					
~~PHD~~ PLG					
Date Recd: 6/21/72					
WESTERN	SERVICE CENTER SANTA CLARA		SALESMAN J.A. KRISS		

TO CUMMING PATON
ST. LOUIS

CC D.R. Hansen

PERSONNEL CONTACTED: Don Eby, P.A.
Ivan Marsh, Mgr.

POTENTIAL: 8,000 lbs./year Pydraul 50E.

RESULTS

Due to poor service, we have lost this account to Mobil. Hawecki used to use Pydraul A200B in their Inductotherm furnaces. We used to supply them from Sunset Transfer in Spokane. They ran into abrasion problems with Pydraul A200B. Monsanto was not really called in to help because Kawecki received a letter stating we would no longer supply from Spokane. Hence, Kawecki felt we did not want their business. In the meantime, Mobil got on to the abrasion problem and solved same by recommending a filtering system still in use. Mobil supplies them with Pyrogard 53 through Ted Jo Oil, Wenatchee. Stocks maintained in Wenatchee. Kawecki feels obligated to Mobil because of service.

ACTION REQUESTED:

JAK - Letter to Don Eby.

/sb

S-331 (REV. 12/68)

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