CALL REPORT — ORGANIC DIVISION MARKETING DEPARTMENT

JAN 5 1970

DICTATE:
1. HEADING INFORMATION
2. NAMES OF ADDRESSEES AND CARBONEES

REPORT:
1. IMMEDIATE ACTION REQUIRED
2. PERSONS CONTACTED
3. OBJECTIVE
4. RESULTS
5. FURTHER ACTION REQUIRED

CUST. OR NAME	DATE OF CALL
Water Pollution Control Trip	12/4 & 12/5/69
CITY AND STATE	CHANGE REQUIRED CALL DATE
Detroit & Lansing, Michigan	

CONTACT DATA AND MAILING LIST CHANGES - DISTRICT OFFICE USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	IMP	MAG.	CATEGORY CODES

PCB - Customers

TO N. T. Johnson
St. Louis

CC J. T. Garrett - St. Louis
Scott Tucker - St. Louis
R. A. Garcia - Akron
D. J. Murphy - Detroit

Personnel contacted: F. J. Kallin - Ford Motor Co., Mgr. of Facilities Environmental Control

Denton Kunze - Chevrolet Div., Metallurgist

John Delos - GMC, Plt. Engineering

Gerry Capwell - Chevrolet Div., Chemist

Bill Turney - Michigan Natural Resources Commission

Carlos Fetterlof - Michigan Natural Resources Com.

F.D. (Jack) Frost - Mich. Natural Resources Com.

Ralph Purdy - Michigan Natural Resources Com.

Objective: Clear up situation on Pydraul 312 and pollution.

Results: Kallin at Ford was quite understanding and knew Jack Frost personally. He stated that if Pydrauls were given a clean bill of health from the State he would not hold up M number approval any longer. He said he would call Frost and attempt to clear the situation up.

Michigan Natural Resources Commission told the whole story on what really happened. Seems Stauffer approached the State from the standpoint of marketing a new product in Michigan. This product which they would manufacture would contain a PCB. Ask the State if they would allow PCB to be used in Michigan as a fire resistant hydraulic fluid. State felt they had had no experience with PCB so couldn't answer Stauffer's question. Stauffer then pointed out that Monsanto manufactured PCB's for years and used them in hydraulic fluids. Thus, the reason for the letter from the State. They were searching for an answer to give to Stauffer on whether they could market such a fluid in Michigan. State evidently realizes now Stauffer's true motive.

Ralph Purdy suggested that Jack Frost send out a second letter stating that the first letter was not meant to indite Monsanto or Monsanto's products alone

Continued....

DISTRICT OFFICE	SALESMAN	DATE REC'D.	DATE TYPED
Detroit	G. F. Fague/ep	12/24/69	12/30/69

S-331 (REV. 2/66)

1 — CENTRAL OFFICE COPY

DSW 147966

STLCOPCB4039576

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TO CC

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All FR hydraulic fluids are under serious scrutiny including water oil emulsions, water glycols and phosphate esters.

General Motors and Chevrolet Division felt thatthis letter would be sufficient for them. However Kunze requested that Monsanto get in touch with him as soon as the letter is written so that we can interpret the letter to him in light of our Lansing visit. He will then allow Chevrolet Bay City to continue to convert and John Delos will send this letter out to all the plants as he did the first letter.

This letter from the State, once it is written, will take the pressure off of Monsanto and put it on the plants where it belongs. We should be following up with our customers and making sure that they are containing the fluid in the plant and not discharging it into streams.

DSW 147967

DISTRICT OFFICE	SALESMAN	DATE REC'D	DATE TYPED
Detroit	G. F. Fague/ep	12/24/69	12/30/69

S-331 (REV. 2/66)

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