**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 |
|---|---|---|---|---|---|
| KAISER ALUMINUM, Mead & Trentwood Plants | | | | | 6-22-71 |
| CITY AND STATE | | | DATE RECEIVED | | DATE TYPED |
| SPOKANE, WASHINGTON | | | 6-30-71 | | 6-30-71 |
| CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY | | | | | |
| NAME AND TITLE | PUT ON | TAKE OFF | MP | MAG. | CATEGORY CODES |
| | | | | | |
| | | | | | |
| REGION | SERVICE CENTER | | SALESMAN | | |
| WESTERN | SEATTLE | | L.C. SHELTON | | |

TO C.L. BRADFORD
St. Louis

CC J.H. Davidson
D.R. Hansen

PERSONNEL CONTACTED: Don Fallquist, P.A. (Trentwood)
Dieter Rademacher, Buyer (Mead)

OBJECTIVES: 1) Meet purchasing people who buy Pydraul products.
2) Determine why the Trentwood plant has fallen behind their previously established order pattern.

MEAD

No problems here. The Mead personnel are quite happy with our product and service. Use of Pydraul A-200 was phased out some time ago, and all equipment now contains Pydraul 150A.

TRENTWOOD

According to Fallquist, Trantwood purchased a substantial amount of Pydraul A-200 from Mobil several months ago and have not needed any fluid since then. Apparently, Mobil was handling our products at the time. They sold the A-200 to Kaiser at less than our market price. Fallquist indicated that it was a one-shot deal and he would be ordering from us next time.

A report circulated from the Kaiser/Tacoma plant stated that a cost savings could be realized by switching from Pydraul to a product made by Shell Oil. Fallquist did not have a copy of the report on hand and could not remember the product name. The plant is not currently interested in a trial since they have a quantity of A-200 left. I will follow up at Tacoma to find out what is going on.

LCS/sb

S-331 (REV. 12/68) 0460973

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