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
WESTERN GEAR CORPORATION					5/7/71
CITY AND STATE			DATE RECEIVED		DATE TYPED
~~Everett, Washington~~			5/12/71		5/22/71
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 D.R. Hansen
Jerry Davidson

PERSONNEL CONTACTED: Jim Blanchet, Eng.

OBJECTIVE: Follow up on telephone inquiry

RESULTS

Western Gear is designing and building a large hydraulic ram for the government. The project is in the early planning stage since delivery is not scheduled until mid-1972, but Blanchet is sure that a fire resistant fluid will be required. The operating pressure range will be 1500-3000 psi; however, the optimum fluid viscosity has not yet been specified due to lack of information on end use application and ambient temperatures.

At this point, Blanchet was concerned about air absorption and foaming of the fluid. I reviewed with him the Pydraul air absorption data that I obtained from St. Louis and he seemed satisfied that our products would do the job. Although I could not make a specific recommendation at this time due to the lack of input on viscosity, I did suggest that one of our Selector 1 fluids should be considered because of their greater fire resistance.

I plan to contact Blanchet every few weeks and make a specific recommendation on a fluid as soon as possible. This could develop into substantial business; if the initial equipment performs well, Western Gear will receive a contract for several more of the rams. The fluid capacity of each ram will be approximately 6000 gallons.

LCS/sb

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