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	[redacted] Sonnenborn Building Products	DATE OF CALL	6/3/70
CITY AND STATE	Research Center 1700 S. Mt. Prospect, Des Plaines	DATE RECEIVED	DATE TYPED 6/12/70

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

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

REGION	SERVICE CENTER	SALESMAN
Great Lakes	Chicago	F. M. Luckett/lz

TO W. S. Clark-WCLAR

CC D. H. Bechtold-C
E. H. Fording-New York
J. A. Smoke-New York
W. F. Waychoff/J. K. Lilly
J. D. Wright-JWRIG
G. W. Buhrmann-GBUHR
J. R. Darby-Queeny

Interviewed - Herb Rosenblatt, Group Leader, Peter DiSilvestro, Group Leader - Coatings, and Emil Petrasek.

Aroclor 1254, 1260, and 1268

Explained in detail why we were phasing out Aroclor 4465, Montar I and the entire 1200 series including 10% Toluol and 10% Xylene formulations with the exceptinn of Aroclor 1221 on August 30, 1970. Discussed with them replacements for such Aroclors and gave them our replacement date on all the various formulations including a specific brochure on polysulfides. Also told Herb that Illinois Paint Division who are using Aroclor 1254 and 1260 in a swimming pool paint would have discontinue those Aroclors in such products. Herb has nothing to do with this particular division, nevertheless, I have requested that a letter be sent to Roy Chloupek and to their purchasing agent on Kostner Avenue covering the fact that we are phasing out Aroclor 1254 and 1260 and, hopefully, those letters have been sent out by St. Louis so they are well aware that it will no longer be available at a given point in time. Herb tells me that their purchasing agent at Belleville, N.J. as Jan Smoke indicated in his sales report dated May 25 would be ordering substantial quantities of all the Aroclors they had been using as a hedge until such time as they could develop replacements. Later talked to Jack Kagan and he told me that Belleville had order out something like 250 M lbs. of mixed product. In any event, they will begin work immediately on replacements and as a matter of fact, requested samples of Santicizer 278, 140, 148, 679, 160, 261, Aroclor 5442, and Aroclor 5460. These samples are being sent to Mr. Philip Hillman who works under Mr. DiSilvestro. All in all, Herb and his cohorts understood our position and accepted the demise of some of our Aroclors very graciously.

Aroclor 5460

Herb tells me that Belleville prepared early February, several thousand gallons of a coating based on Aroclor 5460 and their potential or potential customers were evaluating. Herb thinks this product will stay in their line.

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	DeSoto Inc.		DATE OF CALL
CITY AND STATE	Page 2	DATE RECEIVED	DATE TYPED

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

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

REGION	SERVICE CENTER	SALESMAN
Great Lakes	Chicago	F. [illegible] Luckett/lz

TO _____ CC _____

Santicizers 261 and 8

They have not had an opportunity to test these products as a replacement for the plasticizer used in their caulking compound using Rohm & Haas's Rhoplex LC-40. Again tried to determine the plasticizers they were using with Rhoplex but couldn't get on first base. Herb claims this is confidential information and they're not giving it out to anyone. Nevertheless, I pointed out to him that Santicizer 261 and Santicizer 8 were as good as WP-1 and cheaper and far superior as far as adhesion was concerned. Hopefully, they will evaluate 261 and 8 relatively soon and I will continue to follow.

Attention Jan Smoke: Jan please keep me clued in by sending me copies of your sales reports when you hit Belleville and I'll do everything possible to help you out here at the research center. Incidentally, and I forgot this and I hope everyone will note, they do not use WP-1 in their Rhoplex LC-40 formulation.

TOWOLDMON0053983