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
ESSEX CHEMICAL CORPORATION					11-2-70
CITY AND STATE			DATE RECEIVED		DATE TYPED
SAYREVILLE, NEW JERSEY			11-5-70		11-9-70
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER		SALESMAN		
Northeast	New York		Jan Smoke/lbh		

TO Willis Clark
St. Louis

CC E. H. Fording - New York
Rob Lamkin - Los Angeles
Dave Bechtold - Chicago
J. R. Darby - Queeny

Contacted:

Jim Kennedy - Coatings Chemist

Objective:

~~Introduce low-color A-5460.~~

Results:

Jim wants a sample for future use, but he feels our projected 4-5 cent premium is more than they can tolerate. Strippable vinyl coatings are extremely competitive.

He says the most immediate interest will be in California, and Ed Murray is the man to contact. Rob, Jim has recommended 2 systems to replace A-1254: A-5460/A-1221 and A-5460/S-160. Murray will probably have to choose between them.

Jan Smoke
New York Office

S-331 (REV. 12/68)

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