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					11-9-70
CITY AND STATE			DATE RECEIVED		DATE TYPED
CLIFTON, NEW JERSEY			11-11-70		11-12-70
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER		SALESMAN		
Northeast	New York		Jan Smoke/lbh		

TO Ed Kaiser
St. Louis

CC E. H. Fording - New York
Fred Sutton - St. Louis
Willis Clark - St. Louis
Rob Lamkin - Los Angeles
~~Dave Beehtold - Chicago~~
J. R. Darby - Queeny

Contacted:

Bill Devine - Director of Purchases

Objective:

Discuss 1971 plasticizer requirements.

Results:

Bill estimates their 1971 La Mirada DOP/DIDP volume at 250,000-275,000 pounds. ~~He would like it on a contract basis so they can have quarterly price protection.~~

La Mirada S-218A requirements aren't known yet, but will check Bill later. Ben Espie refuses to re-evaluate S-218A at Sayreville, but he is looking at DIBP to replace Benzoflex. Rob, you may want to check with your contacts to see if we face DIBP competition at La Mirada.

Sayreville DOP/DIDP usage is undefined, mainly due to GM strike. Bill indicated he would like to talk about it later this year.

Gave Bill the pricing on A-5460/A-1221 and A-5460/S-160 blends. They will ~~choose one or the other as A-1254 replacement for strippable coatings.~~ He also asked about HB-40 as a secondary in plastisols, but he agreed it would ~~have to be priced much lower than currently so I killed that one.~~

Jan Smoke
New York Office

S-331 (REV. 12/68)

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