

DICTATE IN SEQUENCE:

1. HEADING INFORMATION
2. NAMES OF ADDRESSEES
3. NAMES OF CARBONEES
4. IMMEDIATE ACTION NEEDED
5. REPORT ON CALL

CUSTOMER NAME Intalco Aluminum Corporation, P.O. Box 937		DATE OF CALL 7/26/73	
CITY AND STATE Ferndale, WA		DATE RECEIVED 8/1/73	DATE TYPED 8/10/73
CUSTOMER MAILING LIST CHANGES - SERVICE CENTER USE ONLY			
NAME AND TITLE	PUT ON	TAKE OFF	MP MAG CATEGORY CODES
REGION Western	SERVICE CENTER Santa Clara	SALESMAN Erik Treffner:sl	

REPORT CAPTIONS:

- OBJECTIVE
- PERSONS CONTACTED
- RESULTS
- ACTION REQUIRED

TO Cumming Paton - St. Louis CC Don Roush - St. Louis

CONTACTS:

Norman Catanzedaro - Matl Mgr
Robert W. Rehphohl - PA

OBJECTIVES:

1. Therminol FR conversion.
2. Pydraul potential.

CP	BBH
POB	BBH
FHL	IWG
CHP	NTJ
JHD	TLG
Date Rec'd: 8/15	

RESULTS:

THERMINOL - Discussed T-FR1 conversion in detail, however, they had been able to get material from our small competitor in the South, Coastal Chemical. With the present power shortage and the staff cutback, it does not appear that prospects for conversion at this plant are very good at this time.

PYDRAUL - They are presently using Standard's EP-11 hydraulic fluid. They do not seem to be too keen on converting. Selling for Pydrauls will have to be done at plant level. I will follow this up on my next calls.