SALESMAN'S CALL REPORT

Organic Chemicals Division JUL 22 REC'D

CUSTOMER'S NAME: CHRYSLER CORPORATION

DATE OF C: 7/17/59

STREET ADDRESS: Oakland & Massachusetts

CITY, ZONE AND STATE: Detroit, Michigan

AFFILIATION:

PERSONNEL CONTACTED (Full Name and Title)	MAILING LIST (*Show Category) *PUT ON	*TAKE OFF	SHOW "ON" OR "OFF" MEMO PAD	MAGAZINE
Don Fowler - Industrial Hygiene Dept.				

CONTRACTS BOOKED AND ACTION REQUESTED

Called with John Orem and Elmer Wheeler

REMARKS

All hurdles except the toxicity of Pydraul A-200 had been cleared for a trial at the Kokomo, Indiana, die casting plant. Fowler was the key man to convince and Elmer Wheeler did a beautiful job. The history of the synthetic fluids was given briefly followed by a detail discussion on toxicity tests by Kettering Laboratories and others. The satisfactory use of Pydraul F-9 for 9 years by many plants and the fact that we knew of no permanent damage to a worker caused by Pydraul vapors seemed to impress Fowler.

After all his questions were answered, Fowler said he would withdraw his objections to Pydraul A-200 and would notify Purchasing they were clear to buy the material. Fowler will also notify Kokomo today and give them the necessary okay and test number.

We were all impressed by Fowler's knowledge on Industrial Hygiene and his open minded attitude during the discussion. He appears convinced that Pydraul A-200 offers many advantages over the other fluids.

Monsanto is fortunate to have Elmer Wheeler as a member of the staff who can give such an excellent presentation and make such a valuable assist to the sales effort.

OFFICE ROUTING

Indicate routing by checking the appropriate department below.

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- Dr. R.E. Kel A-2-S
- E.P. Wheeler A-2-3

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