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
REYNOLDS METALS						3/8/71
CITY AND STATE				DATE RECEIVED		DATE TYPED
SHEFFIELD, ALABAMA				3-15		3-16
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY						
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES	
REGION	SERVICE CENTER		SALESMAN			
SOUTHERN	ATLANTA		C L CLAY pr			

TO N.T. JOHNSON - ST. LOUIS CC R. A. GARCIA AKRON
H. R. FORD
C. L. BRADFORD - ST. LOUIS P. L. SLAYTON - N.Y.
PAUL CRASKA - NEW YORK
ROGER HATTON - NEW YORK

CONTACTED:

Herb Woodruff - Supt Maintenance
Allen Carroll - P.A.

OBJECTIVES:

1. Further discuss Pydraul 135/Pydraul 135A polution problem.
2. Determine current status of Dasco FR-3150 usage and Sell conversion back to Pydraul 135A.
3. Determine status of Santosafe W/G.

RESULTS:

On the pollution problem, Woodruff stated that Dasco had a man in Birmingham that had called on Reynolds for solvents and Lub Oils and Dasco FR-300. When the letter came from John Kinzey, Reynolds, Richmond, Va. stating that Pydraul 135 was a potential polluent, Dasco conveniently sent a letter stating its pollution free qualities. Carroll let me read Kinzey's letter. It listed the reformulated Pydrauls, i.e. F-9A, 625A, etc. It stated that all other Pydrauls were being reformulated and until that time, it could be considered that Pydraul 135 was a polluant, and gave a Reynolds procedure number to follow for removal and disposal of Pydraul 135. Attached to Kinzey's letter were specific instructions for sending transformer fluid back to Krummrick for disposal. These procedures were stated as the same to be followed for Pydraul 135.

As it stands now, Reynolds has 660 gallons of used Pydraul 135 and 550 gallons of new Pydraul 135, all in drums, waiting shipment to Krummrick for disposal. Carroll will hold these drums for two weeks, so that we may square things with Kinzey in Richmond. What Carroll will require for use of Pydraul 135 is one: Kinzey's approval to use, two: a letter from us stating that Pydraul 135/135A and Dasco FR 3150 are compatible. Presently They have a T/L drums of Dasco FR 3150 in use and in inventory. The 3150 is simply a 150 viscosity variety fluid of the FR 300 series.

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TO ——— CC ———

the price difference beteen Pydraul 135 and Dasco FR 3150 in T/L drums is 5¢ less than Pydraul 135, according to Woodruff (Pydraul 135 - $2.45 par gallon versus FR-3150 - $2.40 per gallon). This was confirmed by Carroll as "a very small difference".

Woodruff stated that he had not had any problems with Pydraul 135 and had nothing against the fluid.

In our bid for the water glycol business, Carroll stated we were 4th highest. Houghton, Cities, and Stauffer were priced ahead of us. Going down listing breaking these out:

1. Houghton bid their 419-R at $1.46 per gallon in LTL quantities, this is per Woodruff.
2. Cities bid a $1.58 per gallon for all LTL shipments with their own warehousing of the W/G in Sheffield. One drum orders ors above would be delivered to Reynolds at this price
3.
8. Stauffers price - unknown
4. Santosafe W/G 20 bid at $1.68 per gallon in T/L quantities.

I propose to both Woodruff and Carroll mixed truckloads (drums) shipments of Pydraul 135A and Santosafe W/G 20. They both were interested dependant upon pricing. I told them we would do our homework and come back with a bid for the total business. Carroll will accept a second bid within the next two weeks. Reynolds uses approxiamtely 150 drums of water glycol and 120 drums of Pydraul 135 per year.

ATTN: ROGER HATTEN - Do we (Lion Oil) manufacture Poly Butanes in lubricant Wood was quite interested.

FURTHER ACTION - CARL CLAY GET BACK TO CARROLL WITH BID ON MIXED T/L SHIPMENTS.