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
Products Research (2) a/f		9-27-71
CITY AND STATE	DATE RECEIVED 9-30-71	DATE TYPED 10-1-71
Gloucester, New Jersey		

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES

REGION	SERVICE CENTER	SALESMAN
Southeastern	Wilmington	J. M. Van Gelder

TO R. W. M. Coaker, St. Louis

CC F. G. Sutton, Wilmington
J. R. Darby, St. Louis
R. W. Bucknell, St. Louis
W. S. Clark, St. Louis
R. E. L. Lamkin, Los Angeles

CONTACTED: Joe Giordano, Technical Director
Joe Mancini, Purchasing Agent

OBJECTIVES:

(1) Determine plasticizers used at present.

(2) Get order for Aroclor 5432.

RESULTS:

(1) The major plasticizer being used at PRC at present is Kannechlor. Giordano is proceeding slowly with his changeover from 1200 series to the 5000 series. To date he has converted only 10% to 5000 series, but expects to have 40% of his products on 5432 by year end. He has found some applications where 5432 won't do the job, but he also realizes that he can't stay with Kannechlor. His goal is to get away from Kannechlor completely, but he estimates that this may take two years.

Giordano indicated that he uses approximately 50,000/lbs. per year of poly-alpha-methyl-styrene and has been doing so for many years.

(2) Got an order for 5432 and 5442 but was 5 drums less than T/L. Gave PRC T/L price as this was a special situation. There are still strong anxieties here against Monsanto and they are taking out their dislikes by ordering our material through AMSCO. Much work still to be done.

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(1) RNB: if we modify or discontinue products of the MCB, MCT, PCB or PCT types as a result of pressure from government agencies or from other sources, it seems wrong to have Japanese manufacturers being direct beneficiaries & selling products of the same general types as the ones we have withdrawn, Bill C.

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