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
United Paint Mfg., Inc.					8/18/71
CITY AND STATE			DATE RECEIVED		DATE TYPED
Spokane, Washington			8/18/71		8/18/71
CUSTOMER MAILING LIST CHANGES — SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER		SALESMAN		
St. Louie	Seattle		A. W. Hempelmann/mr		

TO L. D. Press/C.P. Farley CC D. H. Bechtold - Chicago
J. H. Orem - St. Louis Willis Clark/Ken Wells - St. Louis

Telephone call to Larry M. Grossman, Vice President.

SEATTLE OFFICE: Enter 16 oz. sample request for Phosgard C-22R and 2XC-20. AWH to send literature on Phosgards and HB-40.

PLASTICIZERS: Larry telephoned COP this morning to order a gallon of HB-40 indicating an increased interest in this product for use in rubber compounds and polyurethanes and asphaltic mixtures which they are manufacturing and promoting under the name of Lastron Rubber on which they have obtained some national distribution. If this product goes like Larry feels it should, he is considering building an additional factory at some other location. He indicated he was working with another research man who suggested he look at HB-40. When I inquired about his interest in fire retarding these roof and deck type coatings, we talked about Phosgards, Aroclors and Phosphates as possible modifiers. He then requested samples of the Phosgards. They have been users of some of our Phosphates and Aroclors for a long time. Their LTL quantities of Plasticizers would be supplied by our distributors in Spokane, Central Solvents or Great Western Chemical Company.

Larry informed me they were using some of our Inorganic Division Phos-Chek P-30 in some of their pliolite rubber compounds and indicated they have built the Monsanto two foot tunnel for themselves and manufactured another one which they sent back to Reichhold in the East.

Separately I will also send him a copy of our paper on Phosphate/Alumina Trihydrate flame retardance system.

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