CALL REPORT — ORGANIC DIVISION MARKETING DEPARTMENT

DICTATE:
1. HEADING INFORMATION
2. NAMES OF ADDRESSEES AND CARBONEES

REPORT:
1. IMMEDIATE ACTION REQUIRED
2. PERSONS CONTACTED
3. OBJECTIVE
4. RESULTS
5. FURTHER ACTION REQUIRED

CUSTOMER NAME	DATE OF CALL
Chrysler Corporation ~~12800 Oakland Avenue~~	3/21/68
CITY AND STATE: Detroit, MI (Highland Park)	CHANGE REQUIRED CALL UNITS

CONTACT DATA AND MAILING LIST CHANGES - DISTRICT OFFICE USE ONLY

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

TO N. T. JOHNSON
ST. LOUIS

CC R. C. MEYER - CINCINNATI
D. F. SMITH - ST.L

PERSONNEL CONTACTED:

Louis Redmond - Industrial Hygiene Services

OBJECTIVE:

Determine reasons for Redmond's recommendation that Pydraul 312 not be used in Chrysler plants.

RESULTS:

Redmond had two main objections to the use of Pydraul 312 in Chrysler plants:

1. Pydraul 312 is a skin irritant.
2. Because of the chlorinated compounds, Pydraul 312 gives off dangerous vapors under decomposition temperatures.

Concerning the decomposition vapors of Pydraul 312, I discovered in questioning Redmond that he was worried about the possible ~~xxxxx~~ omission of Phosgene. I assured him that HCl gas was the only chlorinated component of the decomposition vapors. This seemed to ease his mind somewhat. However, he is still worried about the skin irritation connected with Pydraul fluids. He admitted that he had only given a scant investigation of Pydraul 312 before vetoing its acceptance. He stated that in the Kokomo plant, there are many materials there already which are potentially dangerous material from a toxicological standpoint. He didn't particularly want to introduce another one. I informed him of the performance advantages of Pydraul 312, and Redmond admitted there must be a significant advantage to using this product.

Redmond whimsically stated that all you have to do is turn thumbs down on a product, and you shake another salesman out of the woodwork. He was glad that I came and talked to him, and assured me that he has an open mind on such matters. He said that he would definitely give reconsideration to Pydraul 312, and asked that I requestion additional skin irritation ~~xxxxx~~ toxicological data on Pydraul 312. I told him that I would have Elmer Wheeler write him directly. When I mentioned Wheeler's name, Redmond was quite impressed and remembered Wheeler as President of the AIHA.

Finally, Redmond mentioned that the product had been turned down at the plant site due to decreased fire resistance. I told him that I didn't think Ed Davis had run actual tests, and may have been influenced by our competition. Nevertheless, I stated that we would have to overcome that hurdle after we got

Continued....

DISTRICT OFFICE	SALESMAN	DATE REC'D	DATE TYPED
Detroit	G. F. Fague/hs	3/22/68	3/22/68

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TRAN 058086

COMPANY CONFIDENTIAL

Transwestern
EXHIBIT NO. 149
4/30/92 [illegible]

HARTOLDMON0025947

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TO Continued..... CC

approval from Industrial Hygiene

ATT DICK MEYER:

Looks like we're making headway at this end. Suggest you contact Ed Davis and tell him that Redmond is reconsidering his decision.

ATT DALE SMITH:

Would you please contact Elmer Wheeler and request that he send skin irritation toxicological data to:

Mr. Louis Redmond
Chrysler Corporation
Industrial Hygiene Services
P.O. Box 1919
Detroit, Michigan 48231

In fact, Dale, a personal phone call from Wheeler may impress Redmond.

Dr. Kelly and I talked with Redmond by phone. Redmond is completely happy with "flame resistant" ethylene glycol-water fluids and sees no reason to invite trouble by changing to Pydrauls which are "irritants". We could not persuade him that this classification is not appropriate

EPW
5/11/68

DISTRICT OFFICE	SALESMAN	DATE REC'D	DATE TYPED
Detroit	G.F. Fague/hs	3/22/68	3/22/[illegible]

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HARTOLDMON0025948

S. F. Smith
St. Louis

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