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
Pace National Corporation					8/5/71
CITY AND STATE			DATE RECEIVED		DATE TYPED
Seattle, Washington			8/6/71		8/6/71
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER		SALESMAN		
St. Louis	Seattle		A. W. Hempelmann/fs		

TO J. C. Hutchison/S. O. Lyon
St. Louis

CC A. G. Eades - St. Louis
A. H. Sweet - St. Louis
T. N. Pollard - Akron
Willis S. Clark/John Orem - St. Louis
D. H. Bechtold - Chicago

Interviewed Max Gurvich, President; Jack Fidler, Secretary - P.A.; Robert Parent, Lab Director.

GENERAL: This firm is building a new plant and office and anticipate moving into it October 1, 1971. The new location is 500 - 7th Avenue South, Kirkland, Washington 98033. I expect we will see an official notification of their move and I have been invited to their anticipated open house.

ODCB/CYCLOHEXYLAMINE: Our distributor representative, Olin Keller of Great Western Chemical Company, is doing a fine job keeping these people supplied with their needs.

SANTOPHEN 1: With Bob Parent we discussed their dilemma with Hilltop Labs about their synthetic germicidal detergent which passed all of the tests in their own laboratory but failed at Hilltop. I suggested Parent try to retrieve a sample of the material from Hilltop so they could double check their own test results. As he hadn't done this, he appreciated the suggestions. Bob feels they have so much involved in this program already that they cannot afford not to proceed so it is anticipated they will become a much larger Santophen 1 customer as they go for more State and Federal institutional type business. No firm commitment was made to check any of their formulations in Monsanto's microbiology lab.

THIOTAX CI: Bob Parent had hoped there might be a quick field test for MBT and seemed a little disappointed to learn that there wasn't one, as explained in TNP memo August 3. He doesn't know what this will do to their plans to proceed with this formulation.

AROCLORS: Recently Parent inquired of Great Western for samples of A-6062 and 5460. His interest is twofold. Hot melt adhesives and as an additive in a surface treatment for concrete forms. Separately I will send him a

(More)

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TO CC

copy of our Plastifacts of September 15, 1969, with some suggested hot melt adhesive formulations for his information.

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