Conversion of Approved Therminol FR Customers

Effective November, 1971

1. A letter will be sent out to all such accounts encouraging conversion to Therminol 66.
2. To avoid complicating our task in essential conversions, no offers on return freight, incineration or refill fluid discounts should be made to these customers at this time without clearance from Jim Roder or Cumming Paton.
3. We should be alert to the make-up supplied to these customers and if there appears to be evidence of "sloppiness" more direct action may have to be taken.
4. The ideal time to actively follow conversions at these accounts is when a drain-out or major refill comes due. At the bigger accounts please try to get a fix on dates during 1972. In this way we may get conversions at zero cost to Monsanto.
5. At nationally-known accounts, the PCB situation may be enough to cause higher management to decree a change to non-FR systems. Again we should be alert to this method of changeover at minimum cost.

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