Monsanto

FROM (NAME & LOCATION): Cincinnati - P. K. Maier

DATE: February 4, 1970

SUBJECT: PLANT ASSISTANCE DURING CHAMPION PAPERS RECEIPT OF FIRST BULK LOAD OF AROCLOR 1248

REFERENCE:

cc: Virgil Brawley - Krummrich Plant
Bill Sturm - St. Louis
C. Paton - St. Louis
D. Bechtold - Chicago
E. C. Wilde - Akron

TO :

J. DALTON - KRUMMRICH PLANT
Sauget, Illinois

Jim:

Let me extend my thanks and compliments for the fine job done by Virgil Brawley during our joint visit to Champion Papers in Hamilton Mills, Hamilton, Ohio, who supervised their first receipt of a bulk shipment of Aroclor 1248. This is an occasion long awaited by field sales and it was tremendous to have such expert help on hand to supervise, lend added assistance, provide keen guidance for Champion's plant management and operation, and generally give the customer that "warm feeling" that he was doing business with a good supplier.

Virgil was able to draw on his good experience with our Aroclor manufacture and point out several helpful points to shift foreman and plant manager alike to improve their future operations, assure safe handling, and avoid future unloading irritations. I genuinely appreciated Virgil's expert assistance and your generous cooperation.

Best personal regards to you and Virgil.

P. K. Maier

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