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
Kaiser Aluminum & Chemical Company					3/27/68
CITY AND STATE Trentwood Works Spokane, Washington					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 Dr. Emmett Kelly, St. Louis
Raleigh Garcia, St. Louis
Marj Davies, LA
C. L. Bradford, LA
J. S. Vitalis, St. Louis

PERSONS CONTACTED

Ewell McDole, Lub. Engr. - Dept. of Met. Res.; Dave Fritz, Project Engr.; Jim Armstrong, Safety Supervisor.

PRESENT FOR MONSANTO

Raleigh Garcia, Don Pogue.

PURPOSE

1. Gain internal knowledge of key Kaiser corporate personnel for strategy.

2. Promote new usage of Pydraul 312.

IMMEDIATE ACTION REQUIRED

Attention Raleigh Garcia:

1. Duplicate pump test data and reports and forward one copy each to Dave Fritz and Ewell McDole.

2. Contact Precision Rubber regarding their interest in establishing Bitco - Spokane as distributor for their sales. Suggest letter to them with copy to McDole and Fritz. Suggest to Precision they contact Kaiser if any questions.

Attention Dr. Emmett Kelly:

Please forward a letter to Jim Armstrong, with copies to Dave Fritz and Ewell McDole on safety toxicity and safe handling of our Pydraul Fluids, specifically

(More)

DISTRICT OFFICE	SALESMAN	DATE REC'D	DATE TYPED
~~Seattle~~	~~D. R. Pogue/fs~~	~~3/29/68~~	~~4/2/68~~

S-331A (REV. 2/66)

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0621318

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CALL REPORT -- ORGANIC DIVISION MARKETING DEPARTMENT

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Kaiser Aluminum & Chemical Company (Cont'd.)	3/27/68
CITY AND STATE: Trentwood Works, Spokane, Washington	CHANGE REQUIRED CALL UNITS

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TO CC

Pydraul 312 and A-200. You should include the information found in a normal Pydraul "Toxicity and Safe Handling Information" letter. In addition, mention expected effects, if any, to the eyes, skin or by ingestion if safety precautions are not followed. Also include our recommendations to Mr. Armstrong on needed safety supplies and equipment to properly handle Pydraul exposures. Thank you.

Attention Mari Davies - Los Angeles:

Forward a "Seal and O-Ring" Manual (check with me first) and Pydraul Conversion Booklet to Fritz. Also forward six Monsanto ball-point pens to Mr. McDole.

Attention Don Pogue:

1. Check locally with Parker Seal Company on their interest in Bitco as a seal distributor.

2. Contact Fritz within 30 days on 312 developments.

Attention Joe Vitalis - St. Louis:

Set up 12 drum minimum inventory of Pydraul 312 for this company's future needs at Sunset Transfer and Storage, Spokane.

RESULTS

New Pydraul Business:

Fritz converting casting station to 312 from A-200. Following internal sell using Dr. Kelly's toxicity report and test unit will convert all A-200 to 312. Other systems on petroleum oil will go to 312. Potential excellent - he suggested recontact 30 days for better fix on fluid volume. Expanded Pydraul use result of McDole's 1967 Lub. Policy and Safety enforcement of his policy - corporate wide. Early start here, however other Kaiser plants will be moving more to FR fluids.

(More)

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Seattle	D. R. Pogue/fs	3/29/68	4/2/68

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CITY AND STATE: Trentwood Works Spokane, Washington					CHARGE REQUIRED CALL UNITS
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TO CC

Other A-200 applications here soon to go to 312 include five pouring stations and several barrel furances. Armstrong pushing for change of several other units from oil to Pydraul, including hot mill, furnace processing line and 2 and 4 high cold mills.

Strategy Information:

Safety Supervisor list for all domestic plants obtained from Armstrong. Will forward list to other fluid reps in memo. Key Oakland personnel for strategy info are:

Chuck Stanley - Chief Engr., Domestic Plants
Chas. Norgang - Chief Engr., Rod, Bar, Wire and Extrusion
Homer Lambie - Safety Director
Jim Murphy - Chief Engr., Electrical Prod. Division
Paul Cornell - Chief Maintenance Engr.
A. F. Kritchen - Corporate Chief Engr.
Duncan Gregg - Director of Purchases
Jim Martin - Assistant Purchasing Director

Attention Norm Johnson:

Fritz reports several promising areas for Pydraul fluids. This info obtained while he was with Denison in Columbus Ohio -

1. Marine industry being forced by insurance companies to go to FR fluids. Denison has proprietary electrohydraulic system for dockside and fishing boats to operate fishing nets. Fritz suggests contact with Mel Sulser, Denison Sales Manager, and Pete Burnham, Research Engineer. Sulser best contact on potential and timing.

2. Recent fire on Oil at Ohio Die Casting Company.

Other Key Trentwood Personnel:

DISTRICT OFFICE	SALESMAN	DATE REC'D.	DATE TYPED
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TO

CC

Bill Haines - Assistant Maintenance Supt. (Fritz boss)
Lonnie Roe - Maintenance Supt.
Tom Johnson - Engineering Dept. Superintedent (New Developments)

Presentation to Trentwood:

Armstrong and McDole favor Pydraul presentation to Trentwood Maintenance personnel on characteristics, etc., of Pydraul. Contact Fritz in 30 days on possible meeting.

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Seattle	D. R. Pogue/fs	3/29/68	4/2/68

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