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
Products Research a/f					3-31-71
CITY AND STATE			DATE RECEIVED		DATE TYPED
Gloucester City, New Jersey			3-31-71		4-7-71
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER		SALESMAN		
Southeastern	Wilmington		J. M. Van Gelder		

TO A. W. M. Cooker, St. Louis

CC F. G. Sutton, Wilmington
W. S. Clark, St. Louis

CONTACTED: Joe Giordano, Technical Director
Joe Mancini, Purchasing Agent

OBJECTIVES:

(1) Discuss COP program.

(2) Discuss possible use of Aroclor 5465.

RESULTS:

(1) COP program well received by Mancini. He does not feel that there will be any problem.

(2) Giordano indicates that the cost associated with grinding aroclor 5465 to a powder for his use has at the present eliminated it from any consideration.

ATTENTION: W. S. Clark, St. Louis

(1) That the 5400 series aroclors are bio-degradable.

(2) Stating that the 5400 series are not PCB. Polychlorinated Biphenyls. Of course, our literature states this quite clearly but he wants a letter. As you know, he was not happy with Monsanto's aroclor discontinuation program. This letter might improve our rapport a little bit. He claims that he needs this letter to show a perspective customer. He has begun using some aroclor 5432 so we feel that this account will become a valuable account to Monsanto. I got the impression that a letter from me would not be too good and a letter from the Product Group would probably be more impressive. Thank you, Will.

FUTURE:

Supply all technical data presently available on aroclor 5432 to Joe Giordano.

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