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
PETERSON MANUFACTURING COMPANY	10/20/67
CITY AND STATE: San Diego, California	CHARGE 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 Mr. G.R. Buchanan
St. Louis

cc Mr. Stan Shaw, St. Louis

PERSONS CONTACTED
Mr. Eddie Diaz, Plant Superintendent
Mr. Leo Carano, Plant Superintendet Brawley Plant
Mr. Don Heddleston, Vice President

PURPOSE
Sell Therminol for meat rendering (samonella situation).

RESULTS
DEFINITE THERMINOL SYSTEM: This industry looks excellent for Therminol. Therminol systems have the advantages over steam which apparently now is the standard; less mess and noise (steam relief valves), excellent potential savings and improved production. Perhaps most significant for Therminol is preventing samonella bacteria. These people are baing pushed hard by FDA to eliminate the baceria or get out of business.

This plant will immediately begin a pilot plant therminol system (estimate 1-2M btu per hour) in cooperation with Eddie Paul, Vapor Corporation per my suggestion. With the pilot plant expected success their 20M btu per hour plant requirements will be converted to a therminol system. They desire to convert all Peterson plants to therminol. These plants include; Brawley, Los Angeles, Emeryville, San Diego, Fresno, Turlock, Ontario, Stockton. This is the third largest plant with the Los Angeles plant about 3-4 times larger.

ESTIMATED SAVINGS CALCULATED: Total $32,000.00 annual. Includes eliminati license boiler enginecrs ($17,000.00), reduced maintenance repair costs ($700.00), eliminate water treatment chemicals ($1,000.00 @ $5.00 per day), fuel savings ($7200.00 @ $600.00 per month), eliminate equipment replacement ($500.00), eliminate insurance for high pressure steam system ($3,000.00) and reduce water consumption-estimate 50% reduction ($2500.00). These savings do not include improved production efficiency.

PLANT OPERATING DETAILS: Currently operating two 250hp steam boilers at 17,500 lbs per hour rating. Operate at 65% maximum capacity

Users include 5 meat cooking kettles, 3 expeller-driers (for blood drying), 2 cookers (bones, hoofs, etc.) 40 storage tanks-tallow-fat (4-260,000 gallon, 34-20,000 gallon, 2-300,000 gallon), 1 storage tank (20,000 gallon) and 1-3000 gallon agitated, jacketed kettle (mixes

DISTRICT OFFICE	SALESMAN	DATE REC'D.	DATE TYPED

S-331 (REV. 2/66) DSW 343630

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CALL REPORT - ORGANIC DIVISION MARKETING DEPARTMENT PETERSON

DICTATE:
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PETERSON MANUFACTURING COMPANY	10/20/67
CITY AND STATE: Ind/Ang/ Continued	CHARGE REQUIRED CALL UNITS

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TO CC

tallow-fat for bleaching and filtering).

Steam operates at 125psi or approximately 340°F for this process.

Potted plant has tentatively been decided on to include a total of 6 units which will be 3 tallow holding tanks, 1 meat cooker, 1 blood drier and 1 expeller. Promise contact by Vapor Corporation by week of 10/20/67 to begin system engineering.

PROCESS DETAILS: Messy, with a revolting stench. The raw material which includes dead animals and scraps from market, pass by conveyor to the cookers. Bones, hoofs, etc. are separated prior to the cooker. Fat obtained from the cooker passes to a tallow-fat kettle where it is leached and filtered. Fat passes to the large storage tanks. Main market for fat is direct shipment overseas to Japan. The blood and dried meat from the drier is then used for poultry meal. The bones, hoofs, etc. are separately cooked and pass through a hammer mill where they join the meat and blood for poultry meal. Much of the bone is used for fertilizer.

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DSW 343631

DISTRICT OFFICE	SALESMAN	DATE REC'D.	DATE TYPED
Los Angeles	Don R. Pogue:ga	10/24/67	10/20/67

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