**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 |
|---|---|---|---|---|---|
| WESTERN GEAR | | | | | 1/27/72 |
| CITY AND STATE | | | DATE RECEIVED | | DATE TYPED |
| EVERETT, WASHINGTON | | | 2/15/72 | | 2/16/72 |
| CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY | | | | | |
| NAME AND TITLE | PUT ON | TAKE OFF | MP | MAG. | CATEGORY CODES |
| | | | | | |
| | | | | | |
| REGION | SERVICE CENTER | | SALESMAN | | |
| WESTERN | SEATTLE | | J.A. KRISS | | |

TO C.L. BRADFORD
ST. LOUIS

CC D.R. Hansen
J.H. Davidson
J.K. McCabe

PERSONNEL CONTACTED: Don McKinnon, P.A.
Jim Blanchet, Eng.

OBJECTIVE: Determine status of 15,000 gallon hydraulic fluid requirements.

RESULTS

Blanchet was surprised that we had not formally received a request for quotation from purchasing. The engineering specs were sent to purchasing in November, 1971. Blanchet again stressed that he would select and evaluate the various fluids submitted on diesel ignition factors (DIF), i.e. if a competitive supplier says that his fluid has a DIF of 45 and we said our Pydraul F9-A was 42 or better and our Pydraul 50E was as good as competition, he would select the fluid from the supplier with the highest DIF at the lowest price. Cleanliness is losing importante as they plan to filter the fluid. The fluid will be required in April, 1972. Purchasing would like to lease or receive gratis use of two tankcars from 4 to 6 months while fluid is being tested and cleaned.

I am uneasy about our position here because purchasing did not send us a formal request for quotation but rather gave me this day a written request ~~which has~~ with date required left open and verbally requested from me by Don McKinnon to be in before the end of first week of February, 1972.

McKinnon told me he expects to get the use of two tankcars for 6 months free and to further be able to purchase the fluid at $3.00 per gallon or less.

ACTION REQUESTED

DRHansen - )
JHDavidson ) Submit format quotation before February 4, 1972 on our proposal as per their informal request for quotation.
JKMcCabe )

/sb

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S-331 (REV. 12/68)

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