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
TREMCO MFG. COMPANY aff					5-20-71
CITY AND STATE			DATE RECEIVED		DATE TYPED
CLEVELAND, OHIO			6-7-71 hm		6-9-71

CUSTOMER MAILING LIST CHANGES — SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES

REGION	SERVICE CENTER	SALESMAN
AKRON	AKRON	GUY J. BUSCH

TO WILL CLARK, ST. LOUIS Bill Clark CC E. C. WILDE, AKRON; DON DENBY, ST. LOUIS

CONTACTED: Dave Bruening, Director of Purchases.

OBJECTIVES: 1. Follow recent first time order for Aroclor 6070
2. Follow S-278 and Aroclor 5460.

RESULTS: 1. AROCLOR 6070: Bruening did not know exactly where 6070 was being used but he did mention that it replaced another product recently and that we can expect it to be repeat business and roughly the quantities of this order are 2400 lbs. at a time. Potential is about 20000 lbs./year at present for 6070. I believe this is being used in a caulking compound which I had sampled their Research Group in the past on.

2. S-278 S-278 is being evaluated in a polysulfide type window sealant and is used for its extremely low migration or non-fogging property. Bruening described 278 as being an active new product but said it was too hard to tell where the growth would lead it. They had completed field testing on this particular sealant in Canada and they are presently making large production trials here at their Cleveland Plant. We received a more recent order for 2880 lbs. so this item could, indeed, grow.

AROCLOR 5460: This is bought through our distributor and at one time was being brought in in 24000 lb. truckloads to the distributor. Bruening maintains that 5460 is in a product where the demand has fallen off and it is in no way a reflection of 5460 not doing the job. He says this product could rebound and has in the past. They presently buy this in 10000 lb. shipments through Ohio Solvents roughly every 5 weeks.