lonsanto

CALL REPORT — ORGANIC DIVISIO

CTATE IN SEQUENCE:
. HEADING INFORMATION
. NAMES OF ADDRESSEES
. NAMES OF CARBONEES
. IMMEDIATE ACTION NEEDED
. REPORT ON CALL

EPORT CAPTIONS:
1. OBJECTIVE
2. PERSONS CONTACTED
3. RESULTS
4. ACTION REQUIRED

CUSTOMER NAME		DATE OF CALL
CITY AND STATE: Republic Steel Co (Headquarters) Cleveland, Ohio	RECEIVED: 3-8-71 bm	DATE TYPED: 2-26-71 3-15-71

CUSTOMER MAILING LIST CHANGES - SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
~~IHB~~/File					

REGION	SERVICE CENTER	SALESMAN
Akron	Akron	Charles Seger

O N. T. JOHNSON
ST. LOUIS

CC R. A. GARCIA, AKRON
JOHN HEILALA HOME
LARRY BRADFORD, ST. LOUIS

DON POGUE
ST. LOUIS

CONTACTED: Joe Mullally, Purchasing

THIS WAS A JOINT CALL WITH JOHN HEILALA.

OBJECTIVE: Introduction of C.S. and account turnover.

RESULTS: Mullally indicated that he had attempted to sway Don Copac, Republic Steel, Warren, Ohio, to use Pydraul. He said he has eased off because he was making no headway. John gave the PCB letter to Mullally who had not received a copy.

FUTURE ACTION: C.F.S. Maintain rapport with Mullally.

EXHIBIT
BRADFORD
26
8-15-95 JAS

TNGS 007141

S 331A (REV. 12/68)

EXTRA COPY

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