

DICTATE INFO. URGENT

1. HEADING INFORMATION
2. NAMES OF ADDRESSEES
3. NAMES OF CARBONEES
4. IMMEDIATE ACTION NEEDED
5. REPORT ON CALL

|                                                         |  |                                  |          |                                |     |
|---------------------------------------------------------|--|----------------------------------|----------|--------------------------------|-----|
| CUSTOMER NAME<br><b>WESTERN GEAR</b>                    |  | DATE RECEIVED<br><b>3/13/72</b>  |          | DATE TYPED<br><b>3/17/72</b>   |     |
| CITY AND STATE<br><b>EVERETT, WASHINGTON</b>            |  |                                  |          |                                |     |
| CUSTOMER MAILING LIST CHANGES - SERVICE CENTER USE ONLY |  |                                  |          |                                |     |
| NAME AND TITLE                                          |  | BUT ON                           | TAKE OFF | MP                             | MAG |
|                                                         |  |                                  |          |                                |     |
|                                                         |  |                                  |          |                                |     |
| REGION<br><b>WESTERN</b>                                |  | SERVICE CENTER<br><b>SEATTLE</b> |          | SALESMAN<br><b>J. A. KRISS</b> |     |

REPORT CAPTIONS:

1. OBJECTIVE
2. PERSONS CONTACTED
3. RESULTS
4. ACTION REQUIRED

TO C. L. BRADFORD

CC

J. H. Davidson - STL

D. R. Hansen - SC

ST LOUIS

N. T. Johnson - STL

J. K. McCabe - Vancouver

PERSONNEL CONTACTED:

J. Blanchet - Engineering

L. Hayes - Engineering

D. McKinnon - P.A.

Chuck Hotes - Project Mgr.

JOINT CALL WITH:

N. T. Johnson

OBJECTIVE:

Obtain 15,000 gallon Pydraul 50E F9A order

RESULTS:

McKinnon was prepared to give us the order for 50E provided we could give him a diesel ignition factor or AIT at 3000 PSI. Price was of secondary consideration, although Houghton has quoted \$2.85/gal. and Stauffer has not quoted or been around at all. I believe Western Gear would have placed the order with Houghton by now except that we alerted them to the fact that Houghton-safe 1120 has in fact undergone formulation change from crysilic acid base to isopropylphenyl phosphate base and currently does not pass the Naval Ignition factor test. The data they submitted applied to their old product and they hadn't bothered to correct the information. We pointed out that it required three (3) months plus \$4,000 to obtain diesel ignition data and if we currently expended same we were not certain of obtaining order so that maybe Western Gear should go after the data on fluids submitted.

ACTION REQUESTED:

N. T. JOHNSON - 1. Please forward L. Hayes info on water-Pydraul separation rates

2. Provide McKinnon with price plus AIT on Pydraul 50E

JAK

dmc

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