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
REYNOLDS METALS					12/1/71
CITY AND STATE		DATE RECEIVED			DATE TYPED
LONGVIEW, WASHINGTON		12/13/71			12/13/71
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: Dean Adams, Mech. Supt.
Earl Mersharn, Eng.
George Worsham, Plt. Engr.
John Lubken, P.A.
Leon Alcid, Mgr. Caster Plt.

OBJECTIVE: Obtain Pydraul 135-A trial.

RESULTS

Reynolds Metals uses 40 drums per year ($6M - $7M/yr.) of Fyrquel 220. Year-to-date they have used 2 drums of Ucon 50HB280X in a 6500 gallon heat transfer system operating at 400 - 500° F. Alcid was not available to discuss the Therminols.

Reynolds could save between $1M to $4M on their costs yearly by changing from Fyrquel 220 to Pydraul 135, but it's going to require a miracle for them to change. Purchasing is anxious to trial our product; but engineering, namely Worsham, refuses to trial or change in spite of potential savings plus a bleak aluminum future. Six pot lines with two down in Troutdale near Portland shut down.

Worsham is not really sold on fire resistance, and if it were not an insurance plus Reynolds requirement, he would be using a petroleum product. He is further convinced that the lubricity of the synthetics is not nearly as good as the petroleum products, at which point I suggested he trial our Pydraul 135-A and compare its performance to Fyrquel. Neither Dean Adams nor George Worsham are convinced that they can obtain as good a performance from Pydraul 135-A as with Fyrquel 220 and are further not prepared to trial 135-A in event of equipment failure due to the hydraulic system.

ACTION REQUESTED:

0064696

JAK - Next visit contact plant manager.
DRH - Since many of the other Reynolds' plants are on Pydraul, do we want to, or can we possibly, get Longview to change for national acct. advantage?

/sb

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