Monsanto

CALL REPORT
MONSANTO INDUSTRIAL CHEMICALS CO'

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
Texas Eastern Transmission Co.	1-11-73

CITY AND STATE	DATE RECEIVED	DATE TYPED
Shreveport, Louisiana	1-16-73	1-22-73

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG	CATEGORY CODES

REGION	SERVICE CENTER	SALESMAN
Date Rec'd: 1/25 Southern	Houston	J. G. Frederiksen/md

TO ~~Cumming~~ Paton - St. Louis

cc: Jerry Davidson-St. Louis
Roger Hatton - St. Louis

CC J. Armentor - Houston
H. R. Ford - Atlanta
R. E. Hatton - St. Louis
J. G. Bryant - Wilmington

CONTACTED: Roland Moore - Vice President Engineering
Walter Woods - Engineering Supv.
Gene Riall - Compressor Station Supervisor
Buck Jarnigan - Compressor Station Engineer
Jack Simpson - Mechanical Engineering Supv.

→ JHD Does this mean we'll see virtually no 1122 sales to speak of fill 1975? except for Hist's.

Joint call with Jerry Davidson and Roger Hatton.

OBJECTIVES: Make formal presentation updating Turbinol program and obtain trial.

RESULTS: SUMMARY:

The meeting was extremely well received by all who attended. Though a Turbinol trial was not immediately granted, every indication given by Texas Eastern was that we will have a trial. Trialling may begin as early as February but at least by June.

DETAILS: At present T-E has a remaining inventory of 45,000 gallons of Turbinol 153. It was estimated that Turbin lubricant consumption rate was 18,000 gallons per year.

Texas Eastern currently plans to change out most if not all of the turbines other than those on the Penn-Jersey portion of the line in 1973. After those change outs are completed, the remaining Turbinol 153 would be transported to the Penn-Jersey pipe line where the remaining Turbinol 153 [redacted] supply would be used as top-up fluid. It was estimated that fluid consumption in the Penn-Jersey pipeline is about 5,000 gallons per year. This low consumption could stretch out the use of Turbinol 153 for an extended period of time.

Possible plans for the disposal of Turbinol 153 remaining after the end of the change over program were discussed. We made it clear that Monsanto would be extremely interested in co-operating with Texas Eastern in disposing of remaining T-153, but as planned we made no detailed offers for incineration. Incineration of remaining fluid offers an excellent bargaining point and will be used as needed in negotiating with Texas Eastern.

A price of $4.05 F.O.B. St. Louis freight allowed in bulk was quoted. Texas Eastern made no comment about that price. I will be investigating Stauffers pricing during my next visit in 2-3 weeks.

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PLAINTIFF'S EXHIBIT 58
1-10-92

Monsanto

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TO CC

At that time, I will present them with a formal price list for Turbinol 1122 and 1223.

ATTENTION: R. E. HATTON - ST. LOUIS AND J. DAVIDSON - ST LOUIS:

I would like to thank both of you for your help in making this call a successful one. The summary report is extremely well done. It is a great pleasure to work on such a competent team. Thanks again.

FUTURE ACTION:

REH/JD - Send Turbinol 1122 and 1223 price sheet to JGF. ASAP.

JGF - Present Turbinol price sheet to T-E by January 31.