Monsanto

FROM (NAME & LOCATION) J. H. Davidson - St. Louis - B2SL

DATE December 14, 1972

SUBJECT Turbinol - Texas Eastern

REFERENCE

TO : J. G. Frederiksen
10 Walnut Valley Drive
Little Rock, Arkansas 72205

cc: J. Armentor - 1460
J. G. Bryant - 1650
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T. L. Gossage
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You have been in regular contact with Texas Eastern on the Turbinol products and we appreciate your efforts at this important potential customer ($100M/yr.). As you know, we are entering a critical time on the Turbinol program with regard to getting our fluid into a General Electric turbine. GE will be standardizing a fire resistant lubricant in their large (Frame 7) gas turbines in 1974 and will obviously want any lubricant considered to have had some running time in a GE turbine. Texas Eastern, because of their standardization* fluids, is virtually our only opportunity to get into a GE turbine in the near future. It is, therefore, imperative that we do our best to lay the groundwork both personally and technically with Texas Eastern personnel.

I understand your relationship with Gene Riall, Operations Manager, is excellent and he is obviously a key to our gaining a trial. It is also very important that we focus attention on Walter Woods, Supervisor Engineer, who will play a key role both by himself and in convincing his boss, Roland Moore, Vice President of Engineering, of the merits of Turbinol 1122. While I speak with very limited knowledge of the Texas Eastern situation, it is my belief that Moore himself (not Woods or Riall) made the decision to put Fyrquel rather than Turbinol into the Barton, Alabama turbine last fall. While Moore's "up-front" reason of more experience with Fyrquel is true, he refused to see Roger and I during our visit last August and Woods made it as clear as he could that Moore was very upset with not having any notice on the discontinuance of Turbinol 153.

The impression that Woods gave us was that Moore was slapping our hand for cutting them off suddenly on Turbinol 153, but that he would be amenable to trialing Turbinol 1122 in the Spring of '73. In order to insure the trial, we must meet with Woods, Moore and Riall (hopefully, under friendly circumstances) and present our case for a trial in the first turbine changed out in the spring. This should be done as soon as possible and, hopefully, in January. I leave it to you and Jim to pick the best time for our visit considering your time and the schedule of the Texas Eastern people.

* on FR

PLAINTIFF'S EXHIBIT 55
1-10-92 SBJ

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I am optimistic that the work put in by you and Roger at this account will pay dividends come this spring. Let me know when you set up a tentative date for the meeting and if we may be of assistance in the meantime.

J. H. Davidson

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