Monsanto

FROM (NAME & LOCATION) SAINT LOUIS - GENERAL OFFICES

DATE June 26, 1967

SUBJECT FLUIDS MANPOWER

REFERENCE

CC E. S. Robson - EROBS
G. R. Buchanan - GBUCH
N. T. Johnson - NJOHN
H. S. Scott - HSCOT

TO : Mr. H. S. Bergen

Norm Johnson and I have reviewed the proposal submitted by the Fluids Group in regard to their long range heat transfer marketing program.

We are in agreement with their proposal to add three Therminol salesmen in the Houston, Chicago and New York districts. The Chicago and New York district fits well with our previous thinking on additional manpower in the fluids field sales organization. We also agree with their additional man in Houston but propose that he limit his Therminol selling activity to the Houston district area. Tom White would cover the rest of the fluids from the St. Louis district office location. This would leave Dick Hamil to continue to cover Atlanta as he has been doing in the past.

— Work load? — Cover other Fluids well in Houston?

A. L. Klemm

ALK:cj

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