

Monsanto

D.R. HANSEN, SANTA CLARA

FROM (NAME & LOCATION)

DATE December 14, 1971

cc: John Kriss

SUBJECT REYNOLDS METALS
Longview, Wash.

REFERENCE

TO : JERRY DAVIDSON
ST. LOUIS

Jerry,

After reading John's most recent call report on Reynolds Metals, it is apparent we've got a real selling problem at this account. John asked me the question about possibly trying to get a national account relationship with Reynolds in order to sell the Longview plant.

Since you've had good experience calling on Longview yourself and also know the overall situation with Reynolds Metals, I'd appreciate your comments. Just what do we do with Reynolds Metals on a national basis. As John points out, Reynolds is having severe financial problems and if they ever needed simple savings such as we can give them by converting to Pydraul, now is the hour.

In addition to your comments on national coverage at Reynolds, I'd also like to know if we work nationally with Kaiser Aluminum. Here again is an account where we are facing some problems. Since we do such a good job nationally with Alcoa, I am surprised to see little or no correspondence regarding a national approach at Kaiser.

Comments please.

Doug
D.R. Hansen

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