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
ESSEX CHEMICAL CO.						7/31/74
CITY AND STATE				DATE RECEIVED		DATE TYPED
Sayreville, N.J. plant				8/5/74		8/7/74
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY						
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES	
REGION	SERVICE CENTER	SALESMAN				
New York		E.F. Capron/kf				

TO JOHN COOPER
ST. LOUIS

CC R.E. Lamkin
J.H. Orem
J.J. McNamara

Contacted:

J. Romano
S. Tassoff

OBJECTIVES:

Wanted to review F.R. situation with Romano and plastisol area with Tassoff.

RESULTS:

Responsibility for F.R. application work has moved to the west coast lab attn. Ed Murray. Joe has been promoted to the polysulfide-polyurethane area. F.R. on the West Coast is rediculous but apparently they have the manpower there. I would ask Armin Klemm to cover Murray if he's not already doing it. Joe says our C-22R is firmly entrenched -- if the two applications now working come in. His formula substitions because of non avail. of PV Alcohol have resulted in a formula less desirable to potential customer. It is now up to their sales group to move the prospects. I will try to contact sales group responsible here to see if we can help.

The group that Joe transfers to is involved in sealants including the automotive sealant application ONCE using HB-40. Joe's first job, however, is to devise a replacement polysulfide sealant for "Minuteman " Missile system files. This is big and high quality. The original system used contained Arochlor 1248. The replacement system is also depending on chlorinated products. Right now Chem Plast G is in the lead. No mention of Monsanto Material has been made in the group though Joe has the authority and power to give whatever we want evaluated. I asked WHY 1248 or what did they want for properties. Joe's answer was that he was new and didn't know the story as yet but thought it was only because Chemplast closest thing arount to Arochlor 1248. WITH THIS LITTLE INFO JOHN OREM can you suggest a starting point. I have already received both 278 and 261. 278 they already use at Sayreville.