Monsanto

N. T. Johnson B2S J

January 3, 1971

PYDRAUL MEETING
January 10 & 11

cc T. L. Gossage B2S L
C. L. Bradford B2S G

TO :

D. W. Stegen	1460	
~~J. G. Frederiksen~~	~~1460~~	
C. L. Clay	1070	
H. R. Ford	1070	
G. F. Fague	1320	
C. F. Seger	1010	
P. D. Craska	1010	
R. V. Weyland	1180	
A. J. Rego	1210	
E. L. Shimley	1010	
~~L. T. Johnson~~	~~1650~~	
B. G. Moore	B2S G	
P. L. Slayton	1650	
D. R. Hansen	1800	
R. S. Bevacqua	1550	
~~M. L. Marcum~~	~~B2S G~~	
D. Goodwillie	5110	
~~D. Walker~~	~~5080~~	
T. W. Oneson	5080	
~~R. K. Puckett~~	~~B2S G~~	
~~G. O. Reed~~	~~B2S G~~	

We have scheduled a meeting here in St. Louis on January 10 and 11 to discuss the discontinuation of our old Pydraul formulations and the substitution with the new NC ester. The meeting will provide you with all the details of why the decision and what must be done by each of you over the next six months.

Reservations have been made at the Holiday Inn North, 4545 N. Lindbergh, (314) 731-2100 for late arrival on January 9 for two nights. You can arrive at any time Sunday evening. The meeting will start at 8:30 a.m. on Monday in Classroom A in C Building. We will meet all day Monday and half a day on Tuesday. You can make your return reservations to depart St. Louis any time after 2:00 p.m. Tuesday.

The Industrial Fluids Product Group will be available to assist you at all major accounts during this transition. Please be prepared to state those accounts where you want this assistance and specifically the person from the Product Group you want for assistance.

These are the accounts that I feel you may want assistance for:

General Motors	
Central Foundry	Bedford, Indiana
Chevrolet	Bay City
Pontiac	Pontiac, Michigan
Chevy Grey Iron Foundry	Saginaw
Buick	Saginaw
Chevrolet	Massena - in the Feb 1-9

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1-9-92

Outboard Marine	Waukegan, Illinois
Armco Steel	Middletown, Ohio
Republic Steel	Chicago
Inland Steel	Chicago
Florida Steel	Tampa, Florida
	Indiantown, Florida
Alcoa	Pittsburgh
U. S. Steel	Pittsburgh
Pedco	Houston
Texas Eastern Trans.	Houston
Kelsey Hayes	Detroit
Briggs & Stratton	Milwaukee
Calumet Steel	Chicago
Cincinnati Milling	Cincinnati, Ohio
Wynn Oil	Los Angeles, California
Radiator Specialties	Charlotte, N. C.
Marathon Oil	Detroit
Laclede Steel	St. Louis
Carter Carburetor	St. Louis

However, in the majority of instances you should be prepared to discuss the transition, alternatives and propose the products to the satisfaction of the customers.

You will be responsible for your own transportation to Monsanto on Monday morning. I would suggest that you get together that morning in groups of 3-4 and take a cab.

We are tentatively planning a group dinner somewhere on Monday evening. You will be advised of specifics on Monday morning when we meet.

If there are any further questions please phone me and if there are any changes during the next few days we will contact you by wire or phone.

N. T. Johnson

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