Monsanto **CALL REPORT – ORGANIC DIVISION**

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
[redacted]					6/1/70
CITY AND STATE			DATE RECEIVED		DATE TYPED
CLEVELAND, OHIO			6/2/70		6/2/70
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER	SALESMAN			
AKRON	AKRON	GUY J. BUSCH			

TO WILLIS CLARK
ST. LOUIS

CC E.C. Wilde - Akron
Gil Buhrman - St. Louis
F.M. Luckett - Chicago
D.H. Bechtold - Chicago

OBJECTIVES: 1. This was a joint call with Gene Wilde to review the Aroclor situation and to review a plan to meet the August 30, deadline.

RESULTS: 1. We reviewed the reasons behind the removal from the market of the Aroclors and left the data on suggested replacements with them.

We suggested they contact all of their customers in writing.

75% of their Aroclor affected volume is Aroclor 1254 and they will approach these people on the blend of Aroclor 1221 and 5460.

They have a few major polysulfide sealant people using 1254 and these accounts they hope to approach with a 1221/5460 blend and/or Santicizer 261, Santicizer 679.

ATTN. W. CLARK:
The question was asked who will do the blending of Aroclor 1221, 5460, 5442, etc. Although we weren't sure we told them we would do this. Is this correct?

J.E. Smith

They also wanted to know the affects on the existing Aroclor 5460 plant and the increased output that will be necessary as a result of blending with 1221. Measures were being taken to resolve this, we emphasized.

ATTN. W. CLARK:
Also, what will be the price of the blend of 1221/5460? The list price is different for these two.

ACTION REQUIRED:
Gene Wilde - Send letter to Tremco advising them we are not going out of Aroclor 5460 business.

Guy Busch - Send 30 samples of Aroclor 1221/5460 blend to meet viscosity requirements of Aroclor 1254.

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