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
KAISER ALUMINUM					3/16/72
CITY AND STATE			DATE RECEIVED		DATE TYPED
SPOKANE, WASH. (Mead & Trentwood)			3/24		3/27/72
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER		SALESMAN		
WESTERN	SEATTLE		J.A. KRISS		

TO C.L. BRADFORD
ST. LOUIS

CC D.R. Hansen
J.H. Davidson
J.K. McCabe
Dave Goodwillie

PERSONNEL CONTACTED: Mead: R.M. Polaski, Purch.
Jim Branson, Eng.
Trentwood: Don Fallquist, Purch.

OBJECTIVE: Discuss Pydraul E replacement products;
Determine reason for decreased consumption at Mead & Trentwood.

RESULTS - MEAD

Neither Polaski nor Branson were too concerned about changing the Pydraul formulation. They were pleased that the price, lubricity and performance characteristics of 29ELT would be the same or better than 150A. For chemical safety purposes, Branson was very interested in safe handling toxicity data and any problems with exposures or tolerance levels with 50E. I assured Jim that our Pydraul E series was practically non-toxic and skin contact should be washed with warm water and soap. He was seeking specific chemical structure to which I replied 50E was a phosphate ester. Usage in '72 will run close to the '71 level. High initial fills in 1970 accounted for large usage.

Polaski purchases truckloads of alko phos C from us which is used as a binder or fire retardant in mortar going into high temperature flues.

TRENTWOOD

Don Fallquist did not deem it necessary for me to talk to anyone in engineering at this time concerning our Pydraul E series of fluids. He was unhappy with the fact that 50E would cost him more than the A200B. Usage in 1972 will run at the 1971 level. The decreased consumption in 1971 compared to 1970 was due to purchases of Pydraul A200B made from Mobil oil.

ACTION REQUESTED

JHD: 1) I believe Mead uses 150A (29ELT) in Mobil units and Trentwood uses A200B (50E) in casting stations. Should I try to convert both to 29ELT or 50E and then suggest that they purchase in one lot and divide requirements? Should I leave Mead on 29ELT and attempt to convert the Trentwood plant from A200B to 312C? Why not?
DRH: Will we invoice to 1 point and ship to 2 different locations for same price? Mead & Trentwood are only 5-10 miles apart.

/sb

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