MOCAN

Monsanto

FROM (NAME—LOCATION—PHONE) M. W. Farrar - T3B - 4-4953

DATE : March 24, 1982

SUBJECT : MOCAN

REFERENCE : Your Memo of 3/4/82

cc. J. H. Nisbet - B3NA
J. E. Smith - B3NA
T. E. Warborg - B3NA
M. W. Touchette - 1730

TO : D. L. Sliney
B3NA

Over the years we have maintained close communications with our Canadian associates in both application research/MTS and process research. Their MTS effort is comprised of one full time man, recently added, plus a small portion of a supervisor located at the Montreal plant. Their new man, Paul Meyer, joined recently from Armstrong of Canada. He spent two weeks training at Galt shortly after joining Monsanto.

The markets, customers, and prices in Canada are different than in the U.S. Consequently, I have no problem justifying the present level of MTS support in Canada. Although there is some duplication of skills between Galt and Canada, there is no duplication of effort and I believe that Canadian customers can best be served by someone on-site in Canada.

MWF

M. W. Farrar

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