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
QUAKER OATS COMPANY					10/21/70
CITY AND STATE		DATE RECEIVED			DATE TYPED
Chicago, Illinois		10/23/70			10/28/70
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER	SALESMAN			
St. Louis	Chicago	James J. Roder/saa			

TO J.R. FALLON - JFALL

CC J.S. Pullman - New York
Roger Irvin - Houston
Don Roush - DROUS
Carl Clay - CCLAY

Call was made with Don Roush.

Personnel Contacted: Art Montemayor, Chemical Division

RESULTS:

The purpose of the call was to follow up a published report that Quaker Oats was in the process of designing a new furfural plant for New Iberia, La. Therminol FR is presently being used in a furfural process at their chemical facility in Memphis, Tenn. Mr. Montemayor adivsed us that even though a report had been published, final approval had not been received to proceed with the new facility. A decision should be reached by the end of the year.

If the plant should be approved, a Therminol system will definitely be required for the furfural derivative process requiring temperatures in the area of 550°F. A rough estimate of about 12 million BTU/HR would be required for this process. Strong consideration is also being given to increasing the size of the liquid phase system to handle the high pressure and low pressure steam requirements for the plant which could bring the total system requirement to 40 or 50 million BTU/HR. Dick Hinkle from American Hydrotherm has already discussed this type of system with Mr. Montemayor; however, because of the limitation on size of heater the total cost for the package looks relatively high at this point.

Mr. Montemayor was pleased with our recommendations on alternate suppliers on single units capable of 40-50 million BTU/HR as well as suppliers of suitable pumps, seals and packings. He will very likely contact IBM and Riley Stoker to obtain pricing information on a single unit large enough to handle both the liquid phase and the steam system for the plant.

Mr. Montemayor is also involved with the operation at Memphis, Tenn., in that he has daily communication with them. He would not give the name of a contact at Memphis; however, he was very much interested in obtaining information on how to run Therminol analysis at the plant level. The most recent Therminol sample from the Memphis facility indicates that the fluid is in relatively good condition; namely, the viscosity is 21.7 centistokes, the moisture is 105 ppm and an acid number of 0.01.

ACTION REQ'D: Roder: Continued contact with Montemayor regarding new facility.

DSW 435163

S-331A (REV. 12/68)

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