Monsanto

APPENDIX H

FROM (NAME & LOCATION): Norman T. Johnson

DATE: November 24, 1971

CC: T.L. Gossage - B2S L

SUBJECT: Pydraul Accounts

REFERENCE:

TO: C.L. Bradford
B2S G

The following are those accounts which I feel may require product group participation during the transition to reformulated Pydrauls:

General Motors

Central Foundry	Bedford, Indiana
Chevrolet	Bay City
Pontiac	Pontiac, Michigan
Chevy Grey Iron Foundry	Saginaw
Buick	Saginaw
Chevrolet	Massena
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 Transmission	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

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I would hope that all other industrial fluids accounts can be handled directly by the salesmen. However, if we have no low cost Pydraul replacement the need for product group assistance to retain the business will be substantially increased.

N. Norman Johnson

Norman Johnson

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