Walter F. Waychoff - General Offices

May 31, 1966

Montreal - J. S. Bagnall
H. R. ~~Ford/T. Rogers~~
JFQ Research - J. R. Darby
Dave Press
Wilde/Pastorino/Orem

MONSANTO CANADA LTD.
Montreal, Canada
Mr. Henry Jongsma

Henry, welcome to the crazy world of plasticizers. We look forward within the Product Group here in St. Louis to working with you. I thought I might take this opportunity to tell you how we might be of maximum aid to you in the solution to the problems you encounter in your new assignment.

Here in St. Louis we have the International Plasticizer Group and the Plasticizer Product Group within the Organic Division. In addition, Joe Darby's Application Research Laboratory is located here. A technique that has worked quite well would be to have direct technical contact between the member company (yourself) and the Product Group within St. Louis. Dave Press within the Product Group would be your proper contact at this time. Any questions of a technical nature you might have should be addressed to Dave with carbon copies to the International Division (H. R. Ford). You can depend on Dave to bird-dog these requests down either by answering from his own detailed knowledge of our plasticizers or by making the proper contacts within Research if this is necessary.

We have found this system to be extremely effective in giving you the most rapid service and at the same time saving our Research Department to do the longer range work which will result in new products for us to sell.

I would like to emphasize that this is in no way meant to prevent the dissemination of information, but rather is intended to speed it up to the maximum degree via the use of people within the Product Group.

We look forward to working with you.

Walter F. Waychoff

/bjh

P.S. excepting Canadian copies of this memo:

Attention Joe Darby: This is in response to Joe Cannon's note on the plastisols being sent by Jongsma to Sam for Severs viscosity. I hope with this memo we are able to get things back on the track.

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