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
PRODUCTS RESEARCH CORP	2/23/71
CITY AND STATE	DATE RECEIVED / DATE TYPED
BURBANK, CALIFORNIA	2/23/71 / 2/23/71

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES

REGION	SERVICE CENTER	SALESMAN
WESTERN	LOS ANGELES	ROB LAMKIN/aw

TO WILL CLARK
ST LOUIS

CC
BILL COAKER – SL
J M VAN GELDER – WLM
F SUTTON – WLM
D J DENBY – SL

CONTACTED
Mel Young-Develpmnt Grp Ldr.

AROCLOR 1200 SERIES SUBSTITUTES

PRC has come to some final reformulation conclusions in their program to replace our 1200 series Aroclors (primarily A-1254). Their primary replacements will be Poly Alpha Methyl Styrene liquids from either Dow or Pennsylvania Chemical (ZP-680 from Thiokol repackaged product of essentially the same chemical composition according to Young). Our products failed as follows:

1) A-6062 – the Aroclor 1221 had too high a degree of volatiles in in this blend and thus A-6062 rejected for twin window sealants.
2) A-5432 – fell short on viscosity (too high)
3) A-5432/S-278 or S-261 blends – all components must be inert with barium sulfide in their system and therefore they have to stay away from any esters.

DOWS -POLY ALPHA METHYL STYRENE LIQUIDS

Priced at 25 - 30¢ per lb. and according to Young are proving to be excellent as A-1254 replacement. He mentioned there might even be some residual benefits though there was no elaboration.

BUSINESS LEVELS

PRC bought what they thought was a one year supply of Aroclors but because of increased business that supply will only last 8 months.

From Chocolate Bayou

S-331 (REV. 12/68) 0461892

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