R. J. Reynolds Tob. Co.	DATE OF CALL 7/28/77	IN PERSON [X]	
		TELEPHONE [ ]	

ADDRESS: STREET | CITY: Winston Salem, N. C. | STATE | ZIP

COPY FOR	NAME	LOCATION	NAME & TITLE OF INDIVIDUALS CONTACTED
TO	1. MARKET MANAGER J. A. Cooper (THEN TO FILE)	St. Louis	Ron Willard - PA
	2. MARKETING TECH SERVICE S. C. Herman	BB	
	3. OTHER (ACTION, OTHER DIST.) John De'Angelo	Wilm.	
	4. DISTRICT MANAGER W. C. Schuh	Atl...	
	5. SALESMAN R. H. Bailey	Atl.	

OBJECTIVE

RESULTS

Checked with Willard to see what his reaction would be to the purchase of homopolymer in split loads of Plasticizer. He indicated that at the present they were using Benzoflex 988 as their largest source of plasticiser. He indicated that they were already purchasing this material in T/T quantities and consequently, a split T/T of our S-55 and Santicizer would not be of interest to him at this time. Willard again indicated that their homopolymer business is being split up among 4 suppliers and they are not willing at this time to take on a 5th supplier.

Willard indicated that they are using some Santicizer 160 and that it is a marginal substitute for the Benzoflex 988.

CC John Orem
Tom IveRsen
JSW FYI

J D 8/22/77

FUTURE ACTION

Answered 9/1/77
CNK

DATE TYPED/INITIALS

WHAT PROGRESS WAS MADE ON YOUR PLAN? WHAT NEW INFORMATION WAS DEVELOPED? WHAT DO YOU PLAN TO DO NEXT? WHAT HELP DO YOU NEED?

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