REPORT OF ORGANIZATION/DIVISION MARKETING DEPARTMENT

DICTATE:
1. HEADING INFORMATION
2. NAMES OF ADDRESSEES AND CARBONEES

REPORT:
1. IMMEDIATE ACTION REQUIRED
2. PERSONS CONTACTED
3. OBJECTIVE
4. RESULTS
5. FURTHER ACTION REQUIRED

CUSTOMER NAME	DATE OF CALL
Chevrolet Grey Iron Foundry	12/17/70
CITY AND STATE	CHARGE REQUIRED CALL NUMBER
Saginaw, Michigan	

CONTACT DATA AND MAILING LIST CHANGES - DISTRICT OFFICE USE ONLY

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

TO
N. T. Johnson
St. Louis

CC
R. A. Garcia - Akron

DAH
DRP
DFS

Personnel contacted: Bud Hahn - Lubrication Engr.

Objective: Answer trouble shooting call.

Results: Hahn stated that one of the workers in the foundry was complaining of fumes on Pydraul 312. He is/an area where there is frequent leakage onto hot metal producing fumes in a very tight area. Hahn says that it will very likely develop into a union grievance.

I explained the toxicity of Pydraul 312 and told him confidentially that after March 31st our product would no longer have such intense odor problems. Hahn questioned me further and we engaged in a general discussion of Pydraul 312A. He is ready to go and would like to start buying Pydraul 312A as soon as we announce its availability.

Attn: R.A. Garcia - When will we make Pydraul 312A available for purchase, and when are we going to make the formal announcement? I am sure Chevrolet Bay City would also be willing to jump into 312A as soon as possible.

DISTRICT OFFICE	SALESMAN	DATE REC'D	DATE TYPED
Akron/Detroit	G. F. Fague/ep	12/31/70	1/5/71

L-331 (REV. 2/66)

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