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 |
|---|---|---|---|---|---|
| BETHLEHEM STEEL CORP | | | | | 8/17/71 |
| CITY AND STATE | | | DATE RECEIVED | | DATE TYPED |
| SEATTLE, WASHINGTON | | | 8/26/71 | | 8/26/71 |
| CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY | | | | | |
| NAME AND TITLE | PUT ON | TAKE OFF | MP | MAG. | CATEGORY CODES |
| | | | | | |
| | | | | | |
| REGION | SERVICE CENTER | | SALESMAN | | |
| WESTERN | SEATTLE | | JOHN A. KRISS/dmc | | |

TO C. L. BRADFORD
ST LOUIS

CC J. H. Davidson - STL
D. R. Hansen - SC
L. C. Shelton - SEA

PERSONNEL CONTACTED: W. J. (Bill) Lind - P.A.
Buddy Yohn - on vacation

OBJECTIVE: Introductory call with L. Shelton

RESULTS:

All of Bethlehem Steel Mill in Seattle is shut down during the month of August for vacation. Lind was concerned about our Pydraul 150 inventory and inquired about keeping adequate stock in Seattle as they would like to decrease their own inventory levels. I assured him that we maintained adequate stock, and if we failed or in an emergency we could ship from Portland or Santa Clara.

Lind is satisfied with our service and products and indicated there has been no problems with the use of Pydraul in the plant.

ACTION: D. Hansen - I seem to have lost or misplaced my warehouse listing. Please let me have Western warehouse locations on Pydraul, Therminol and Skydrol.



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