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
DEARBORN CHEMICAL/DIV. W.R. GRACE						10/29/70
CITY AND STATE				DATE RECEIVED		DATE TYPED
320 Genesse St.,Lake Zurich,Ill. 60047				10/30		11/3/70
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY						
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES	
George Derra	X			X	10,11,12,13, 14,17	
REGION	SERVICE CENTER		SALESMAN			
Chicago	Chicago		Len Berlik/saa			

TO ED KAISER - EKAIS CC D.H. Bechtold - Chgo
J.J. McNamara - Everett

Personnel Contacted: Geo. Derra, Research Chemist

RESULTS:

The Dearborn Chemical subsidiary of W.R. Grace at Lake Zurich is broken into 3 divisions: the Water Treatment Division, the Rust Preventatives Division and the Protective Coatings Division of which Geo. Derra is a research chemist. The Protective Coatings Division is represented at Lake Zurich only by the Research Lab. Manufacturing for this group is done by Packert Paint & Varnish Co., Everett, Mass. Apparently Dearborn is not 100% owner of Packert Paint & Varnish. The company produces a variety of coatings including epoxies, parlon and vinyl based. Major plasticizer usage is currently Flexol 10-10 in the vinyl coatings. Derra had no idea what the volume was and suggested we establish contact with Packert to explore this.

ATTN: Joe McNamara: The contact with Packert is Mr. Ron Child, Tech. Dir. I suggest we may want to establish contact to determine potentials.

Discussed a variety of products with Derra. Suggested he evaluate Santicizer 711 to improve low temperatures of their vinyl coatings as opposed to the Flexol 10-10. Also discussed the new line of Aroclors in relation to parlon coatings. Derra also expressed an interest in Modaflow. Samples of Santicizers 711, Modaflow and Low Color 5460 are on the way to Derra as a result of this call.

S-331 (REV. 12/68)

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