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
ESSEX CHEMICAL a/f		1-25-71
CITY AND STATE	DATE RECEIVED	DATE TYPED
SAYREVILLE, NEW JERSEY	1-26-71	1-26-71

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

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

REGION	SERVICE CENTER	SALESMAN
Northeast	New York	Jan Smoke/lbh

TO Ken Walls
St. Louis

CC A W H Cooke

E. H. Fording - New York
Charlie Farley - St. Louis
Don Denby - St. Louis
Willis Clark - St. Louis
J. R. Darby - Queeny

Contacted:

Joe Romano - Chemist
Nadji Tehrani - Group Leader

Objectives:

1. Check Phosgard work.
2. Ask about S-218A/S-885 possibilities.
3. Check urethane work.

Results:

1. Phosgard performed well as flame retardant for several applications. Samples are at customers, but a low-cost Vanderbilt flame retardant may hurt Phosgard some.

2. No go! Ben Espie still refuses to evaluate again.

3. Urethane Aroclor replacement work going fairly well. Nadji pointed out that Japanese company was offering Aroclor type products, but Essex will avoid them due to long term availability situation.

Jan Smoke
New York Office

S-331 (REV. 12/68)

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