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
U. S. Steel Corporation		3-5-71
CITY AND STATE	DATE RECEIVED	DATE TYPED
Torrance, Calif.	3-5-71	3-8-71

CUSTOMER MAILING LIST CHANGES — SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
XC - CLB					
Only - ~~[illegible]~~					
- ~~[illegible]~~					
- ~~[illegible]~~ - file					

REGION	SERVICE CENTER	SALESMAN
Western	L A	R.S. Bevacqua/ ee

TO ~~[illegible]~~ C. L. Bradford-St Louis

CC John Heilala-Pittsburgh
R. A. Garacia/Akron

Persons Contacted: Julian Fronk-Maintenance General Foreman

Purpose of Visit: Notify Julian Fronk that MCS 528 would no longer be available after April 1, 1971.

Results of Call:

Subject: Termination of supply for MCS 528.

Julian Fronk was completely aware that we were terminating the supply of MCS 528. He was not clear as to how soon this would happen nor the reasons why. I told him the reason for discontinuing the manufacture of this and similiar products was that it was Monsanto's Corporate policy to protect themselves and our customers from the ecology/polution problems and that we were removing the so called bird killer.

I further told Julian that we had 24 drums of MCS 528 in stock and that if he so desired he could have all or any part of this this month. Julian checked his inventory and found that he had approximately 16 drums on hand and didn't believe he would need too much more. Julian asked for a comparison of prices between MCS 528 and Pydraul 312A. He was under a misunderstanding that we would furnish Pydraul 312A at the same price as MCS 528 plus 15 cents. for freight. During the discussion of price he mentioned that Houghton Vital 29 was being pushed very hard at U.S. Steel and that presently U. S. Steel in Pennsylvania was running an ~~xxxxx~~ evaluation test of this new Houghton product. Though Julian had no word on the test results of Vital 29, he was told verbally per telecon with Pennsylvania that it was testing out favorably, and that fire resistance was nearly equivalent to MCS 528. Further Julian stated that he had a bid from Houghton and that they would be willing to furnish Vital 29 in 5 or more drums at a price of $2.15 per gallon.

Pydraul 312-A/[illegible]
[illegible] drums 2.75
[illegible] drums 2.70
[illegible] 2.50

~~N~~ On this data we set up a tentative appointment to meet again to talk about a comparsion or differences between Pydraul 312A and Vital 29.

MONS 077586

S-331 (REV. 12/68)

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