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
Etiwanda Steel						7-17-70
CITY AND STATE				DATE RECEIVED		DATE TYPED
ETIWANDA, CALIF.				7-20-70		7-22-70
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY						
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES	
REGION	SERVICE CENTER	SALESMAN				
Western	L A	Jerry Davidson/ ee				

TO N.T. Johnson/St Louis CC R.A. Garcia/Akron

Persons Contacted: Fred Murdock-Project Engineer
Paul Jordan-purchasing Agent
Byron Kelsey-Personal Manager

Purpose of Call: (1) Insure that letter from Medical Department Reached Proper Etiwanda Personal.
(2) Gain Commitment For Conversion To Pydraul 312 From Houghtosafe 1120.

Results: After discussions today, all @ Etiwanda Personal are agreed that the change over from Houghtosafe 1120 to Pydraul 312 should be made. It remains only for Murdock to write a memo to Bob Sneller, Chief Engineer, and Jordan saying that he recommends the change over and that the change over has been approved by all parties. Murdock said that he will forward this letter immediately now that he has the letter concerning toxicity from our medical department. We almost got the first order last week because Jordan had to place an order for H-1120 and wanted to order Pydraul 312 instead. However, Kelsey wanted to have the toxicity letter on file before the conversion was made. Both Murdock and Jordan said that we will definitely get the next order which will be in 3 to 4 weeks.

Yearly consumption of phosphate ester here is about 5,000 gals, ordered 10 drums at a time. This puts the potential for Pydraul 312 at nearly $14,000 per year with the total potential, including Water Glycol, being about $20,000 per year. Both Jordan and Murdock feel that they should hold up giving us the Water Glycol Business until Pydraul 312 is proved. Their logic is questionable but I did not push them because the decision on Pydraul 312 has come reasonable fast and once we have ourselves entrenched, the Water Glycol Business will come easier than now. Besides, the phosphate ester is used on the continuous caster which is a much larger user of fluid than the furnaces. I will stay in close touch with all parties to insure that the letter is written and that H-1120 is replaced on the order card by Pydraul 312.