FILE NAME: Montello (MNT)

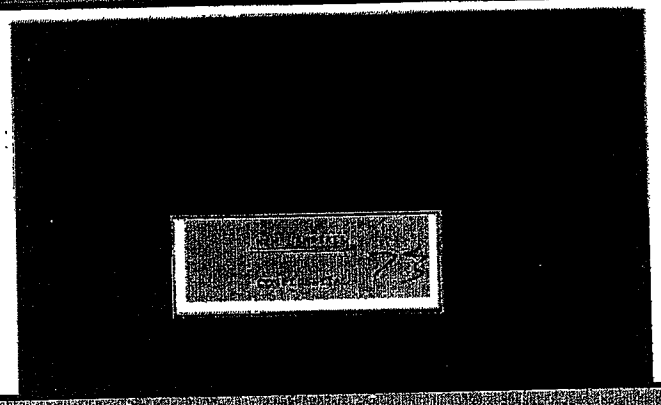
DATE: 0000

DOC#: MNT016

DOCUMENT DESCRIPTION: Montello Sales Tactics

Montello Sales Tactics

Montello Inc



4. Based on the results, letter went to Amoco's main offices by D. L. Ray, Chief Engineer for Amoco Production Co. He says:

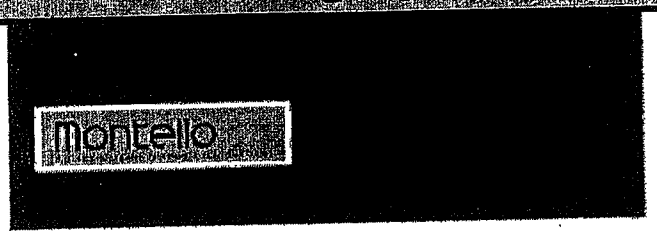
"For your information Std. of Indiana's Industrial Hygiene personnel have reviewed all of the test results and have concurred with the conclusions -- ." (Means we're valid.)

He further states:

"While the above (report) indicates you can safely mix wet processed Super Visbestos into drilling mud systems, airborne fiber conditions resulting from the use of the several dry ground asbestos products which are being marketed for use as drilling mud additives are still unknown."

5. There is a difference in these products. (Show equal weight bottles.) The less fluffy products obviously have

"If he says – "it's absolutely safe if we don't use it at all" -- he's spending unnecessary money on more expensive, slower drilling systems."



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IV. General points, if needed.

1. We're the first -- we complied with the law (i.e. - monitor by December 7, 1972.)

2. If he says "it's the sub-contractor's problem, not ours" -- show him the OSHA sheet where General Contractors can be held responsible.

3.

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