SALESMAN'S CALL REPORT – C ANIC DIVISION MARKETING DEPARTMEN 1 – CENTRAL OFFICE COPY

OFFICE ROUTING – CHECK BOXES

- [ ] FINE CHEMICAL
- [ ] INTERMEDIATES
- [ ] PLASTICIZERS
- [ ] AUTO. FUELS & LUB'S.
- [ ] RESIN MATERIALS
- [ ] PAPER CHEMICALS
- [x] FUNCTIONAL FLUIDS
- [ ] RUBBER CHEMICALS

ATTENTION OF:

EXTRA COPIES

CUSTOMER NAME	General Motors	DATE OF CALL 2/17/66
STREET ADDRESS	Pydraul 312	
CITY AND STATE	Warren, Michigan	

[ ] NEW ACCOUNT

CALL UNITS THIS CALL	ACTUAL CALLS(UNITS) THIS YEAR	REQUIRED CALLS(UNITS) PER YEAR	CHANGE REQUIRED CALLS (UNITS) TO

ACCOUNT PROFILE CHANGES

CONTACT DATA

ADD	RM	NAME, TITLE, ETC.
		Vincent Wheeler Elmer - for your info RW

MAILING LIST

ADD	RM	MP	MG	CODE NUMBERS

PRODUCT INFORMATION

MAJOR	GRADE	SPG	PRODUCT NAME	MARKET CODE	UNIT PRICE	TOTAL PURCHASES 1000 LB. LIMITS TOTAL	MEMBRANE	%	SOURCES OF SUPPLY CODE	%	CODE	%	CODE	%

FIRST – DICTATE ORDER RECEIVED–DISTRICT ACTION REQUIRED–PERSONNEL CONTACTED SECOND – REPORT OBJECTIVE–RESULTS–FURTHER ACTION REQUIRED

PERSONNEL CONTACTED:
Mr. Vincent Castrop - Dir. of Industrial Hygiene
(Called with Alan Eades)

OBJECT OF CALL:
Determine what part Castrop's department could play in obtaining a corporate wide approval of Pydraul 312 from the toxicity standpoint.

RESULTS:
Results Castrop stated was that it is the function of his department to obtain toxicological data on products used by various GM divisions and plants. Based on their studies, this department can draw conclusions that a particular product is safe for industrial applications.

Castrop pointed out that he does not maintain an approved list of products which automatically guarantee that a product would be accepted by a plant or division. The decision to accept a product from the toxicity standpoint still rests solely in the hands of plant and division people. These people, however, quite often look towards Castrop's group for assistance.

Castrop and Elmer Wheeler are acquainted and have exchanged toxicological information in the past. We plan to give the information on Pydraul 312 to Castrop. He would also like us to keep him up-to-date on those divisions and plants using Pydraul 312.

MONS 080335

DISTRICT OFFICE	SALESMAN	DATE REC'D.	DATE TYPED
Detroit	D.L. Hosmer/hs	3/1/66	3/2/66

S 331 (REV. 4/64)