Monsanto

FROM (NAME & LOCATION) L. O. Raether - General Offices B3NB

DATE December 5, 1972 CC:

SUBJECT Monthly Summary
November, 1972

REFERENCE

TO : R. W. Bucknell

Phosgard 2XC-20

Sales 329,868

This month's sales were helped considerably by a 66 M pound shipment to Brazil probably for Volkswagens exported to the U.S. We are finding considerable competitive pressures by Stauffer at some of our major accounts notably General Tire and Bernel. We will maintain a competitive posture in anticipation of switching such accounts to Phosgard 1025 which can compete on a head to head basis with FR-2 according to our lab data. During the month, we negotiated a new transfer price with MOCAN which should allow them to increase their participation in automotive seating against foams using competitive fire retardants. Olin successfully completed a 2 drum plant trial on 2XC-20 in Omalon urethane carpet underlayment. This was followed by another 13 drum order for a longer run. Our Field Sales people at headquarters R&D (New Haven) and at the plant (Fogelsville, Pa.) feel we have a good shot at this 600 M pound potential. Our most serious hang-up stems from the fact that Olin insists upon <15% volatiles. Our recent production has ranged from 11-32% volatiles with no demonstrated means of controlling this property.

Phosgard 1227

We recently hosted a day-long seminar for Mobay/Califoam during which they discussed Mobay's detailed evaluation of Phosgard 1227. Mobay's analysis shows Phosgard 1227 to be nearly equivalent to 2XC-20 in performance and much better than FR-2 in non-flammability after heat aging. Phosgard 1227 appears to be particularly effective in low density foams such as those used in furniture and bedding. The product has been sampled at 6 major accounts where we feel we can compete against competitive systems. A 100 thousand pound plant run is scheduled for early next year after which we will broaden market introduction.

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IN-10 REV. 11-65

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Phosgard LSV

Interest continues to run high on this product as two accounts wish to run plant trials on > 100 pound quantities. The smoke issue is becoming more serious as several specifying agencies plan to introduce specifications reading on minimum smoke evolution. We have identified a local firm which will custom-mix the ingredients for Phosgard LSV at a reasonable conversion fee. We are in the process of writing a Conversion Agreement as well as a Secrecy Agreement covering this production.

HOE

Wood Treating Chemicals has apparently been successful in their introduction of a penta solution containing HOE as a co-solvent as evidenced by order pattern. Still another specialty surfactant house, Mazur Chemical, has ordered 10 drums for a plant trial.

Lou Raether

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