Monsanto

File adhesives

FROM (NAME & LOCATION) J. H. Orem - Galt - 1730

DATE April 10, 1979

SUBJECT FULLER CONTINENTAL SA
SOROCABA, BRAZIL

REFERENCE

cc: R. U. DeSchutter - B3NA
[redacted] Keeney
C. M. Rector - Chicago
N. W. Touchette
E. C. Wilde - 1010

TO P. Janoni - 5050
J. J. Juliano - 5050
C. Paton - B3NA
A. Zelesnikar - 5050

CUSTOMER VISIT: March 30, 1979

FOR FULLER: Sergio Augusto Kosmiskas

FOR MONSANTO: Pascoal Janoni
A. Zelesnikar
J. H. Orem

Hot Melt Adhesives

Action: Recommend methods to increase flexibility and prolong open time of an EVA (28% VA) hot melt adhesive; suggestions were sent via telex to A. Zelesnikar on April 3, 1979.

1. H. B. Fuller started this Brazilian plant by making hot melt adhesives. Johnson & Johnson (Brazil) is a large customer, and Fuller replaced an adhesive they had been importing with one manufactured locally. These HMA's are used for non-durables.

2. Fuller Continental is the largest producer of HMA's in Brazil. The other major producers are Henkel and USM.

3. They have been trying to find a replacement for chlorinated biphenyl and terphenyl. I suggested Santolite MHP, and in response to his questions regarding TPPa and TCP, I suggested Santicizer 154.

Polyvinyl Acetate (PVAc) emulsion adhesives

1. One of H. B. Fuller's U.S. market managers recently completed a survey of the Brazilian market. Resulting from this study, Fuller Continental plans to start production within 2 to 3 months. Their LRP states their sales volume should reach 800 metric tons per month (80 tons of plasticizer) in three years. At this point, Santicizer 160 is a strong candidate; Velsicol is pushing Benzoflex 9-88; I'm certain DBP, and possibly DIBP, will be strongly promoted by Brazilian manufacturers.

DSW 586684

2. H. B. Fuller is making PVAc emulsion adhesives in Argentina and Chile. This amounts to approximately 400 tons per month and uses 40 tons monthly of Benzoflex 9-88.

3. H. B. Fuller will start up a PVAc polymer plant in Argentina; it will also supply their adhesive plant in Chile. However, because of duties and freight, it will not be economically feasible to serve Brazil from Argentina.

J. H. Orem

JHO/gls

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