Monsanto

FROM (NAME & LOCATION) Rubber & Process Chemicals Division - L. O. Raether B3NB

DATE June 1, 1972 CC:

SUBJECT Monthly Summary
May, 1972

REFERENCE

TO : Roger W. Bucknell

Phosgard 2XC-20

Sales	203,702
Budget	25,000

Only through a series of fortunate circumstances have we not shutdown any automotive foam suppliers to date because of the short Phosgard 2XC-20 supply. Several air freight shipments, dedicated trucks carrying 10 drums, and many customer pick-ups in their own trucks have "kept us alive" so far. In the meantime, we have received several large (>100 drums) open purchase orders along with three 40,000 pound bulk orders for mid-June delivery.

The Canadian situation is equally hectic as the MOCAN marketing group allocate to (non-Monsanto) Canadian customers out of the Rexdale warehouse.

During the month, General Tire apparently abandoned their internally developed PVC-based fire retardant system in favor of 2XC-20 for automotive foams (urethane).

An additional significant development during the month is the adoption of Phosgard 2XC-20 as a flame retardant for so-called cold-cure (HR) foams at two accounts. Previously cold-cure foams have been touted as needing no flame retardants. Although the additive level is low (3-5 parts) in these formulations, the fabricators are more comfortable with the Phosgard addition because of more consistent self-extinguishing characteristics.

U.S. auto manufacturers have decided to comply with the MVSS 302 regulation at model change-over time, rather than when the law goes into effect on 1 January 1973. European and Japanese auto manufacturers however, will comply on the calender year basis (export). As a result, we are now seeing a high level of activity on flexible urethane flame retardants in these world areas. Europe is particularily hard pressed now as we could only supply ten five gallon cans for their initial market development. We have committed to supply Europe with 10 tons by 1 July in hopes that this market can be kept viable until our manufacturing capabilities can meet product demand.

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Due, we think, to some highly adverse publicity on flammability of flexible urethanes in a Group W television program, we are noting a high level of interest in flame retardants from the Furniture Industry. These inquiries and small (1-5 drums) orders for Phosgard 2XC-20 come in essentially unsolicited and indicate the level of urgency of the situation in the eyes of the foam suppliers.

Phosgard 1527

Sales 25,200

Phosgard 1527 is a modified version of C22R which we feel might have utility in certain flexible urethane foam applications. MOCAN's Woodbridge operation has agreed to extend 2XC-20 with 20% of C22R to help us over our current 2XC-20 shortage. This month's sales represents a 40 drum order for that purpose. We have sampled the product at three other accounts but as yet have not received complete evaluation results. We have reason to believe that Phosgard 1527 might be quite suitable for flexible urethane foams in non-automotive applications where environmental aging is not as critical. We have established a list price of 65¢/lb. FOB St. Louis which is a 15¢/lb. upcharge over C22R.

Heavy Oxo Ends (HOE)

Sales	70
Budget	164,000

At least six medium sized surfactant accounts have ethylene oxide adducts of HOE under various phases of testing. Two have the ethoxylates in the hands of their customers. Two new developments using HOE are under test at Reilly-Walton and Diamond Shamrock.

New Phosgards

R&D has essentially completed identification of components, and Phase I testing of a new PVC smoke retardant is finished. We plan to produce about 2000 pounds of the product in rented facilities for field testing at 5 selected accounts. Our testing shows the product, which we call Phosgard LSV, to reduce visible smoke in burning PVC by 50-60%.

Lou Raether

L. O. Raether

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Anchor 1016, 1231, 1232 & 1242

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