Cumming Paton - General Offices

February 11, 1969

PLASTICIZER SALES CALL REPORT

FILE

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R. N. Brell - NEW YORK
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VISIT TO: UNITED RESINS
Brooklyn, N. Y.

DATE: February 3, 1969

FOR UNITED: Mr. Smith, Chemist
Harold , Purchasing

FOR MONSANTO: R. N. Brell
C. Paton

DETAILS:

1. Black Specks in Aroclor 5460

PURE FABRICATION!

We told Smitty that ~~our efforts to remove~~ black specks from Aroclor 5460 were being hampered because the filters were being dissolved in the high temperature line between distillation unit and flaker. ~~Our efforts would continue~~ and CHD was also designing our new plant to eliminate this problem.

Is this in project? RC Yate has on his list

2. Aroclor 5460 Viscosity

One of United's customers has complained that the viscosity of the hot melt has varied by as much as 3500-5000 cps over the past 6 months. We gave Smitty viscosity vs. temperature data for Aroclor 5460 and indicated that even as low as 120°C it was impossible for A-5460 to be the contributing factor. We said more consistent results on the hot melt might be obtained by running viscosities at 140-150°C.

3. Low Color Aroclor 5460

We introduced low color Aroclor 5460 (NPA 1). We indicated that this was laboratory preparation and that commercialization was about 1 year away and dependent on customer acceptance so that volumes sufficient to justify production could be guaranteed. A price of 20-21 cents/lb. F.O.B. Anniston was indicated. Smitty promised an evaluation because he does get requests for a white to colorless hot melt adhesive. It turns out that Piccolyte 370 (30¢/lb.) is used just now.

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4. Uniform Color

United has been receiving Aroclor 5460 which is not uniform in color. The darker flakes are "poorer in physicals" than the lighter flakes. We told Smitty that we hoped to improve color uniformity now that a new flaker had been installed.

5. FDA Approval

Because of the delay in getting FDA approval United's largest customer has switched back to a vinyl acetate adhesive. Although this is for tying the ends of bread wrappers and it could be argued that this doesn't need FDA approval, the customer wants to play safe. The customer wants to go to hot melts because he has installed equipment although he has yet to appreciate the importance of viscosity-temperature relationships. He can't understand why he can't get the same results be his temperature 275° or 375°F.

6. Competition to Aroclor 5460

The competitor to Aroclor 5460 considered best by Smitty is Piccolyte S70. (It is lighter colored than A-5460, FDA approved and costs 30 cents/lb. It is on allocation. United is restricted to 65% of 1968 purchases). S70 is B-pinene resin and B-pinene is decreasing in availability. Picco are promoting a-pinene resins as replacements but according to Smitty they are poor film formers. The best hot melt formulation -- again per Smitty -- is:

Elvax 260	:	24
Piccolyte S70	:	48
Microcrystalline Wax (190°m.pt)	:	24

This is also DuPont's recommendation. Smitty believes that Aroclor 5460 is just as good if it had lower color and FDA approval. Smitty has just submitted 3000 lb. of hot melt where Aroclor 5460 has replaced Piccolyte S70. Customer reaction should tell us if we're as good.

Wingtack 95 is not considered good by Smitty in spite of its cost (15-16¢/lb. F.O.B.). The odor is very poor.

Elvax 260 is considered an excellent EVA resin.

7. Carpet Backing Adhesive

Smitty said this market was all Stein Hall at present. (Stein Hall told us DuPont is also involved). We know that Stein Hall uses EVA plus a terpene resin at around 9¢/lb.

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8. Amorphous Polypropylene

Amorphous PP hot melts are used in such applications as laminating sisal reinforced tapes and excelsior pads. Previously asphalt was used but it has poor low temperature properties and softens under moderately high temperatures. We suggested Montars -- in particular #9 -- for P.P. I think we will have to determine compatibility to arouse interest. Eastman and Avisun are said to have the best amorphous P.P.

9. Bacon Packaging

United has encountered a hot melt they can't match. A bacon package has a hot melt film at the two ends. After packing the flaps are sealed but they heat seal in 2½ seconds at anywhere between 275° - 400°F. The hot melt melts at 180°F. but smokes at 290°F. Five R.M. suppliers have analyzed the competition's hot melt with 5 different results, viz. (1) epoxy/polyethylene (2) polyethylene (3) no wax (4) polyamide/EVA/wax, etc. We were given a sample and our suggestions are welcome.

ACTION:

1. (Mfg.) Eliminate black specks from Aroclor 5460 as soon as possible.

2. (RND) Follow up on low color Aroclor 5460 evaluation in 4-6 weeks time.

3. (Mfg.) Investigate means of producing Aroclor 5460 with more uniform color (i.e. absence of dark flakes scattered through bag).

4. (Product Group) Obtain sample of Piccolyte S70.

5. (Research) Include S70 in EVA/A-5460 evaluation program. Note remarks on Elvax 260.

6. (Research) Determine compatibility of Montar 1, 5 and 9 in Avisun amorphous P.P.

7. (Product Group) Write work request to Research on bacon package hot melt.

C. Paton

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