

Monsanto

FROM (NAME & LOCATION)

E.F. Capron -- N.Y.O.

DATE

March 24, 1975

J. Van Gelder - St. Louis

J.J. McNamara - N.Y.O.

SUBJECT

Adhesives Industry

REFERENCE

TO

J.H. Orem

St. Louis

On 3/13 and 3/14/75 made calls on a number of Adhesive prospects in the Metropolitan area. These calls were made as part of a New York survey of this industry. Our objective obviously is sales to this industry.

1. Basic Adhesives - College Point. Queens

Basic is a small to medium sized Adhesives account specializing in PVAc emulsions - particularly pressure sensitive applications. In this area they frequently supply other adhesives Companys. They buy both S-160 and Benzoflex 50. Approximately 160 purchases are 20 drums /6 wks - this from Amsco and is their main plasticizer. Benzoflex comes to them from some of the Adhesives customers they sell - either for specification work or as trade-off. None is bought direct. Would like to move into bulk. Unfortunately, their chemist was out sick so talked with sales Manager who could not fill me in with all the details.

2. Allied Adhesives Co. - Richmond Hill, Queens

Unfortunately, you don't always get a good reception. Mr. Pollack - part owner was less than hospitable, but did get some information. They make primarily PVAc adhesives. They have bought specialty plasticizers from us through U/A. However, they do buy plasticizer in bulk (and this they buy wherever the price is right. DBP is followed by S-160 from Hatco, and is bought in bulk (maybe a combination deal. Did not get a chance to ask why they use DBP, but gathered they had some loyalty to Hatco.

3. Flexcraft Industries - Newark - Mr. Mackledger

DSW 586901

Flexcraft is involved in both Adhesives and surface coatings. Adhesives are both PVAc emulsion and solvent types. His main supplier is Ashland (a distributor) and his main plasticizer is DBP. He uses about 10 drums/mo and additional 3-4 drums of various other specialities from U/A. Why Ashland? - they've treated him better than

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Amsco through several allocation periods including WW II. Why DBP? He is able to buy mixed loads of solvent plus DBP and get advantageous price. Ashland doesn't carry Butyl Benzyl Phthalate but Mr. Mackledger has nothing against its use. However he has much history with DBP and would normally prefer to use it.

4. Envelope Adhesives Co. - Newark Alan Schor, President

This call resulted in rush 1 drum S-160 sample order. This in turn may lead to T/T. Turns out Alan Schor knows Bob Mavis at Titan, also Alan Schor is an old acquaintance of mine from resin selling days at Berco Industries. Envelope is in all types of Adhesives, but mostly PVAc for any application. They have been using DIBP from Seaboard Chemical (distributor) and Benzoflex 50 from Berg Chemical (distributor). Alan not entirely happy with either distributor. He's also unhappy with Amsco on service of specialty materials like MHP, TPPa and S-8. Why do they use DIBP and 50? Alan confessed he didn't know. Apparently its only recently that he's taken on this company along with its formulas. Why is he so interested in taking on S-160 besides my sterling salesmanship? Certainly price is a factor, but more because he's on the verge of bulk and Mavis undoubtedly has influenced him. In fact S-160 will cover all the ground. If he can work drum readily into formulas next step will be T/T. They buy about 1000 gal/mo. total.

5. All Adhesives - Newark

This firm only recently split off from Compac Corp. Now under new management will attempt to enter broad line of Adhesives including PVAc. Only current volume is supplying old sister operation. Compac with an acrylic adhesive for wall covering. They use a small amount of DBP for this. Will pursue for any possible future potential.

6. AE Staley Chemical Div.

DSW 586902

Called on R. Miliano and R. Lutz at Staley Research Labs in Harrison. Came away with nothing. Staley is closing down entire R&D operation of Chemical Division -- firing 300 people and consolidating what little is left at their central headquarters in Decatur, Ill. So far in 3 contacts I have been unable to get info on their use of Plasticizers. Miliano thought it was very small.

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John Orem - do you know of an approach which might be made at headquarter in Decatur? Will continue my efforts on local plant level, but we might do better at Decatur.



E.F. Capron

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