

DATE April 13, 1971

SUBJECT 3M Visit to St. Louis
April 19-20

REFERENCE

TO : P. R. Graham-PGRAH
J. D. Wright-JWRIGcc. D. H. Bechtold-C
R. N. Brell-REREL
K. Buntrock-C
J. R. Darby-JDARB ✓
R. F. Carlson-C
M. W. Farrar-MFARR
J. Harris-C
R. V. Johnson-RJOHN
D. J. Murphy-Detroit
B. Ocko-BOCKO
W. Schalk-WSCHA
D. E. Marriner-DMARRPERSONNEL

The purpose of this memo is to provide background information on the individuals who will be attending the upcoming 3M seminar and the divisions which they represent. Our guests will be as follows:

1. Dr. W. A. Bennett, Magnetic Products Division.

I have had no contact with Dr. Bennett. The Magnetic Products Division manufactures and markets a complete line of blank magnetic tapes and cassettes for home, school, science, business, and industry. In addition, the division makes disc packs for random access data acquisition in electronic data processing. The division also makes magnetic films for recording motion picture sound tracks; bulk magnetic tape which converts fabricate into belts for seismic recordings. A line of specialty magnetic tapes is also manufactured.

2. C. I. Hause, Building Services and Cleaning Products Division.

I have had no contact with Mr. Hause. BS&CP division manufactures and markets the Scotch-Brite line of cleaning and finishing pads for floor maintenance, household scouring, etc. A comprehensive line of cellulose sponges, laminated sponges, and cleaning pad combinations, detergent impregnated sponges and cleaning pads are also manufactured. Other products include non-slip floor coverings for safety, decorative and general use, including a mineral coated fabric, resilient surface plastic film and a resilient surface conformable aluminum. We should attempt to determine from Mr. Hause during informal sessions of the program, whether or not these non-slip floor coverings represent a plasticizer potential.

3. Dr. R. E. Holmen, Reflective Products Division.

I have had no contact with Dr. Holmen. This division manufactures and markets reflective

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sheeting, transparent printing inks, vacuum applicator machines for reflective sheeting, safety tape, home sign kits and reflective fabric; screen process pastes; reflective liquids, compounds, tapes and delineators for highway and street marking; heat reflective transfer film; reflective screen process ink; and emblem film.

4. A. J. Hubin, Decorative Products Division.

I have had no contact with Mr. Hubin. This division manufacturers "Di-Noc" and "Tartan-Clad" brand decorative surface treating materials. These products are coated, printed, or laminated vinyls, polyesters, papers, and transfers. Typical customers are producers of high pressure plastic laminates who decorate their products with marble and wood grain printed papers or films. We should establish through Mr. Hubin, the plasticizer potentials and interest at Decorative Products Division.

5. Dr. W. H. Penny, Recreation and Athletic Products Division.

I have had no contact with Dr. Penny. Recreation and Athletic Products is a portion of the new Business Adventures Division which includes the Tartan turfs and Tartan surfaces product lines.

6. Dr. R. M. Screaton, Central Research.

I have had no contact with Dr. Screaton and the activities of Central Research are, of course, proprietary.

7. W. Pierce Smith, Electro Products Division.

Pierce Smith is Manager of Raw Materials Research for this division and I regularly call on him. He has been described internally as 3M's leading expert in the area of plasticization and his group holds the key to some 2-3 million pounds of polymeric plasticizer business for electrical tape applications. Members of Pierce's group are currently evaluating Santicizer 79TM as a possible raw material for some of their tapes. All plasticizer people should make it a point to meet Pierce and indicate our willingness to work with him to satisfy 3M's plasticizer needs.

In addition to a diverse line of tapes for electrical applications, the Electro-Products Division manufactures electrical insulating compounds; splicing, terminating and cable blocking materials and insulating varnishes.

8. Dr. Tom E. Wolner, Commercial Tape Division.

Dr. Wolner is a Research Manager for his division which manufactures a wide variety of pressure sensitive adhesive tapes (cellophane, acetate fibre or film, plastic and paper backed) and a full line of related dispensing equipment. I have called on Dr. Wolner and he has indicated that his division does do a considerable amount of work in vinyls and that they generally attempt to use DOP as their primary plasticizer as performance requirements for this line of tape are not very stringent. I consider this a division to be Santicizer 711 potential and suggest plasticizer people make it a point to meet Dr. Wolner.

9. Dr. T. J. Savereide, Chemical Division.

I have had no contact with Dr. Savereide. This division manufactures fluorochemical finishes which impart water, oil and stain repellency to textiles, etc. Functional fluorochemicals for dielectric coolants, fluorochemical plastics, elastomers, and gyro fluids are also manufactured. Other products include sulfuric acid, chrome oxides and a variety of industrial resins based principally on cashew-nut shell liquid and furfural ketone reaction derivatives widely used in the brake-lining and rubber industries.

10. Dr. A. F. Schnelzle, Industrial Tape Division.

I have had no contact with Dr. Schnelzle. However, we do regularly call on a number of his associates in industrial tape. This division manufactures more than 500 pressure-sensitive adhesive tapes and label stocks for industrial and labeling applications. This division also manufactures a line of foamed tapes which currently incorporate polymeric plasticizer. This division is a definite plasticizer potential and it is likely

that we are already selling some products (Santicizer 160) for some of their applications.

11. J. A. Lindlof, Medical Products.

I have had no contact with Mr. Lindlof, however, some of his associates in medical products have been called on regularly. This division manufactures a variety of medical/surgical products including disposable surgical masks, plastic surgical drapes, plastic and microporous surgical tapes, self-adhering foam pads, cohesive bandages, gas sterilizers, sterilizer indicator tapes, surgical dressings and sheeting. Members of this division have indicated to me in the past that they purchase foam used for these applications rather than compound themselves. However, we should certainly attempt to explore with Mr. Lindlof, possible plasticizer interest.

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12. Clayton K. Bowe, Adhesives, Coatings and Sealers Division.

Clayton Bowe is Manager of Raw Materials evaluation for AC&S and also acts as a division liaison with vendor representatives. Clayton has been called on regularly by the plasticizer group and other divisions. Most recently we have worked with him to replace Aroclor 1254 with Aroclor 6062. This division manufactures obviously, adhesives, coatings, and sealers made from natural and synthetic elastomers. This division is heavily committed to the automotive industry and manufactures a line of plastisols to serve this market. DIOP is currently the largest volume plasticizer used and Monsanto supplies some DIDP for these applications.

13. Willis J. Olsen, Purchasing Division.

Willis is the Supervisor of Purchasing for Research and Development at 3M. He had acted as the 3M co-ordinator for this visit and will serve as a sort of "watch dog" over the 3M research personnel. Willis made the original suggestion that 3M include

. Monsanto on this year's technical tour.

14. Gary F. Toenjes, Purchasing Division.

Gary works for Willis Olsen as a purchasing agent for research and development.

All information concerning divisions and the products they manufacture has been taken from recent 3M literature. Any divisions which are not represented by individuals, will receive reports from those in attendance on subjects of interest.

3M has requested that one Monsanto individual be assigned to co-ordinate all sample requests generated from our presentation and I volunteered to fulfill that roll. Gary Toenjes will collect sample requests from 3M individuals and pass them on to me. I will in turn see to it that these samples are directed toward the proper divisions within Monsanto. I trust this arrangement will be acceptable.

If any additional information is required by any carbones concerning the upcoming 3M visit, please don't hesitate to contact me. This technical visit offers a tremendous opportunity for Monsanto to put our best foot forward and I'm sure that our efforts will be rewarded with increased sales to 3M in the future.

Len Berlik

LJB/lz

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