Monsanto

FROM (NAME & LOCATION) St. Louis General Offices

DATE April 30, 1970 CC:

SUBJECT MONTHLY SUMMARY
PLASTICIZERS

REFERENCE APRIL 1970

TO : M. W. Farrar

Santicizer 267

We have put off a competitive "feeler" by Eastman at Congoleum for Texanol AS at 18¢/lb. New York Sales was able to capitalize on our 14 MM lb. total plasticizer package at Congo, using S-267 to help fill out that volume. S-267 now has full approval at Congoleum and as a minimum objective, we can work off our inventory before 1971 contract time at the end of the second quarter. In the meantime things remain in limbo at GAF, and we will push for a positive decision there prior to our negotiations with Congoleum for 1971.

711 Alcohol Use Study

An interim report has been presented to Business Group management covering findings to date on this project. Conclusions show that some 80 MM lbs. of alcohol must be moved in order to negate a sizable penalty for undertake on the Ethyl Corporation olefin contract. Other than S-711, best candidates appear to be DUP, 7,9 adipate, a 7,9 benzyl phthalate and a 7,9 trimellitate. An Action Plan describing necessary inputs from R&D and Marketing for the period 4/1/70-4/1/71 has been drafted and will be discussed with appropriate personnel in those departments.

Project AA

Financial information on some 20 potential candidates has been obtained and is being analyzed. All candidates satisfy the criteria previously developed, but availability as divisions of larger corporations may present a negative factor.

DSW 552566

IN-10 REV. 11-65

STLCOPCB4090983

MONTHLY SUMMARY
PLASTICIZERS
APRIL 1970

Flooring Industry

With assistance from R&D, we have conducted preliminary experiments on radio frequency heating of plastisol wear layers and carpet backing foam at the Votator Division of Chemetron Corporation in Louisville. Results were encouraging enough to feed back to customers who had identified the need in order to solicit guidance and support for continuance of a program.

L. O. Raether

ph

DSW 552567

STLCOPCB4090984