

SECTOR GROUP ON UNINTENDED OCCURRENCE
OF CHEMICALS IN THE ENVIRONMENT

GROUPE SECTORIEL SUR LA PRESENCE NON-DELIBEREE
DES COMPOSES CHIMIQUES DANS L'ENVIRONNEMENT

Paris, 22nd-24th November, 1972

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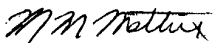
John Flink

Their group is not active in adhesives market per se. They do not really know the adhesive customers and do not service them. National Starch, Fuller, Borden etc., are considered experts while Monsanto is a somewhat ignorant supplier.

He feels that Starch and Fuller overall view us as competitors. We compete with National Starch in pressure sensitive markets and with H. B. Fuller in emulsion markets. These companies do not want to give Monsanto specific test methods because they feel that we could use it to our advantage.

Dealings between Monsanto, Indian Orchard, H. B. Fuller have been poor. They deal with the chief purchasing guy at Fuller, McAnnally, Joe Biljan's superior. Both these individuals have a very poor opinion of Monsanto (DHP, MMM, MTS called Report 9/2/83).

Hopefully these comments will be useful when developing programs aimed at servicing existing adhesive accounts and when screening new potential candidates.



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