

Monsanto

FROM (NAME & LOCATION) John Orem - St. Louis General Offices - B3ND

DATE May 9, 1972

SUBJECT Uvalde Rock Asphalt Co.
St. Louis Visit, June 1 & 2

REFERENCE Dick Zaruba, Tech. Dir.

TO W. G. Morlock

cc D. H. Bechtold - 1180
J. A. Cannon - 1760
A. W. M. Coaker
J. R. Darby - 1760
D. J. Denby
A. G. Eades
E. H. Fording
A. W. Morgan - 1760
✓ W. W. Touchette - 1760

Objective:

1. Solidify our position of sole plasticizer supplier.
2. Establish that Monsanto is the source for technical information.
3. Provide assistance for their laboratory testing programs. This pertains primarily to showing Dick our equipment, how it is used and why, and making our test methods available.
4. Dick wants help in selecting proper plasticizers for Uvalde products.

Background:

Uvalde's tile plant is located in Houston and their headquarters office is in San Antonio, Texas. They produce VAT, a non-asbestos translucent tile, and a minor volume of asphalt tile. Sheet goods are not made.

Monsanto has 100% of Uvalde's plasticizer requirements. 1971 sales reached 3.3 M pounds of Santicizer 160 (\$520 M). First quarter 1972 sales were 658 M pounds (\$103 M) of S-160 and the 1972 budget is 3.6 M pounds.

Specific Interest Areas from Uvalde:

1. Plasticizer migration in VAT - Dick is bringing 5 samples for us to run the Cowle's Test during the visit.
2. Plastisol wear layer - equipment, techniques and formulations should be discussed for making and applying on both lab and commercial scale. Methods for laboratory testing that correlate with commercial production are needed.
3. Asbestos Free Vinyl Tile - this is an area that Dick wants us to discuss: formulations, stain resistance, samples, etc. Other than possibly talking high calcium carbonate tiles without asbestos, such as produced in Europe, we will not be able to present any information. However, I am very interested in Dick's comments.

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4. PVC Foam Layer - Interested for its cushioning effect and wants formulation, application and testing information.
5. Flame Retardance - wants information on lab equipment. Will bring 3 samples for two foot tunnel testing during his visit.
6. VAT - Looking for a plasticizer for improved ease of maintenance. Wants a no wax, good gloss surface with easy dirt removal.

Itinerary:

May 31: Arrive St. Louis - W. G. Morlock will advise of the time - stay at Stauffer's Riverfront Inn.

June 1: 8:00 a.m. - Breakfast with AWMC & JHO

9:00 a.m. - Arrive JFQ Research
Welcome JRD

9:15 a.m. - Introduction & outline of program JHO

9:30 a.m. - Test methods for floor tile AWMC
On-the-Floor-Testing Program
Compatibility (loop & environmental)
Brabender Study (Research Techniques I)
Stain Resistance
Migration - (EEC may want to present his test)

7 11:00 a.m. - Plasticizer Selection JRD
Desireability Parameter to define
Dick's need for no-wax high gloss
surface.

11:30 a.m. - Laboratory Tour

12:00 Lunch - AGE host

1:30 p.m. - Flame Retardance AWM
Some background and theory should
be given. Different tests should be
discussed, i.e. UL, Pill, 2 foot
Tunnel, Oxygen Index, etc.

4:00 p.m. - Asbestos Free Vinyl Tile JRD/AWMC

Supper - with JRD, WGM, & DHB

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June 2: 8:00 a.m. - Breakfast

9:00 a.m. - Plastisols

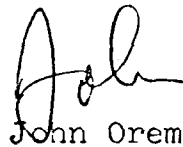
JAC

This will include laboratory and commercial equipment, formulations, test methods, etc. Two areas of interest are plastisol wear layers and foams.

12:00 p.m. - lunch

host DJD

After lunch, if time permits, we should have a general wrap up session and a tour of the campus.



John Orem

P.S. Upon his return, Bill Coaker will pick up the coordination and arrangements.

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