

MONSANTO CHEMICAL COMPANY

From : St. Louis - General Offices

cc: H. S. Bergen/D. H. Bechtold/
P. W. Spink/W. F. Waychoff
H. R. Ford - Everett
R. M. Parks - RPARK

DATE : March 19, 1964 (

SUBJECT :

ADHESIVE FILE

REFERENCE :

TO : J. R. Darby
Organic Research Labs

JRD

Below: we should be sure there
is a potential market before we get
too deeply involved in field research.
sampling rate

Joe, my present assignment of interviewing the adhesive industry to determine plasticizer needs present and future has led me to the following conclusion: one recommendation I will make in my final report is that field research studies be set up with one or two adhesive formulators. These formulators are similar to Shawinigan Resins' and Shawinigan should be considered. These people make the vinyl acetate emulsions and hot melts and do service work for their customers which utilize Monsanto plasticizers. They have to have a good background in adhesives, as well as a very good laboratory. Their technology in the adhesive industry would be better than Monsanto could develop by setting up an adhesive lab of their own.

In regard to this, I made a call on Dewey & Almy in Cambridge, Massachusetts. I talked with their Mr. Alex Nichipor who is the head of their customer service laboratories. During the interview I discussed the β -hydroxyethyl-o-p-toluenesulfonamide which we had synthesized for the floor tile field research effort with Kentile. I mentioned the property of high polarity and that the product is incompatible with polyvinyl chloride. He was very interested and would like a quart sample sent to him (under code) for testing purposes.

I would appreciate it if you would give the gentleman a call to talk with him more about this opportunity for field research with Dewey & Almy. They do recommend a lot of Monsanto plasticizers and seemed very willing to test samples for us, not 12 or so at a time, but one or two would be very agreeable to them. His telephone number is 617-TR-6-1400. The address for the sample to be sent, if you decided to send it would be 62 Whittmore Avenue, Cambridge, Massachusetts.

It looks like a good opportunity for Monsanto to have some of its products evaluated in adhesives without going deep into the research effort itself. Of course, this is for you to decide, but I would appreciate it if you would give it some thought and make a telephone call to Mr. Nichipor.

DSW 586995

J. R. Darby

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I also called on Borden Chemical Company in Peabody, Massachusetts and talked with Mr. R. K. Britton. We discussed dibenzyl diglycolate and he would like a sample of this material. Borden does not appear to me to be as well versed in the adhesive industry as is Dewey & Almy; however, the opportunity for getting our products tested here is also evident. Mr. Britton's telephone number is 617-JE-1-2222. The address is 103 Foster Street, Peabody, Massachusetts. Perhaps something useful will come out of this arrangement and perhaps not.

Thank you very much.

John Eihausen

/mw

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