POLYMERS DEPARTMENT
HERCULES POWDER COMPANY
INCORPORATED
HERCULES TOWER · 910 MARKET STREET · WILMINGTON 99, DELAWARE

March 30, 1962

Mr. W. F. Waychoff
Monsanto Chemical Company
800 North Lindbergh Blvd.
St. Louis 66, Missouri

Dear Mr. Waychoff:

Rogers Malone of your Wilmington sales office called me today concerning the promotion of the Parlon-Aroclor maintenance paint story. As a result of our discussion, we are sending to you under separate cover, 70 copies of CSL-177 entitled "Formulation Approach to a High Build Three Coat Maintenance System Based on Parlon Chlorinated Rubber". It is my understanding that these will be distributed to each of the Monsanto district salesmen to be used in their discussion with paint manufacturers. Also included in that shipment will be 500 copies each of a "Catechism on the Categories of Corrosion and the brochure describing our new maintenance painting movie. These will be used not only with paint manufacturers but with engineering and maintenance personnel in various plants. I should point out that the formulations as listed in CSL-177 are for spray application. These same basic formulations need only solvent modification for brushing.

I am sure that this promotion will be of great benefit to both our organizations. If you feel that we may be of further help such as presenting the movie or maintenance paint slide story to your salesmen or any others, just give me a call.

Sincerely,

J. P. Finnegan

J. P. Finnegan

JPF/mmt

DSW 313019

STLCOPCB4054437