Monsanto

FROM (NAME & LOCATION) E.F. Capron - N.Y.O.

April 8, 1975

SUBJECT Adhesive Accounts

REFERENCE :

cc: J. Van Gelder - St. Louis
J.J. McNamara - New York O.
R.E.L. Lamkin - St. Louis

TO :
J.H. Orem
St. Louis

During the past week a number of calls were made on Adhesive prospects, mostly as follow-up calls. The whole is lumped together to provide a better industry view. United Resins call was long enough and important enough to warrant a separate memo.

1. Continental Latex Company - Brooklyn

First call made to investigate. Found this to be a third story loft operation - which at mid morning was locked up. Later talked with good friend Bob Mavis, who said they weren't worth bothering with. Volume and prospects not worth intensive effort.

2. Titan Adhesives - Luncheon with Bob Mavis in typical Roman style on 3/26/75.

A) Business has taken a nosedive - starting in early March. That's why we didn't get March order.

B) Velsicol people finally visited him - looking for business. He said he was unhappy with their past performance.

C) Still looking for additional sales help - about which I haven't yet been able to help.

D) Confirmed some figures on Envelope and Basic Adhesives Plasticizer consumption. He has very close connections at these two outfits. They want to combine with him to purchase S-160, but he's not eager to fool around with their smaller needs. I estimate total for these Co's (Basic and Envelope) would amount to about 1700 gal/mo - if business is good) or slightly less than we now ship to Titan along. In a cautious fashion is there some kind of incentive we might give Bob to take these two outfits needs under his wing?

3. Envelope Adhesives - Drum of S-160 has been run, but evaluation proceeding slowly. Alan Schor estimates his next order might be 10 drums.

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4. New Jersey Paste & Glue Co. - Lou West has incorporated S-160 into no. of formulas and is waiting for customer comments. He estimates he

will need material end of April and that will determine decision date. If he goes it will be T/T.

5. Roman Adhesives - Believes it or not - still waiting for gallon samples to arrive.

6. Specialty Dispersions - Though this is not strictly an Adhesive account - but rather a general plastisol house; I picked up some information which should be passed on.

   They now buy S-160 at 31 ½¢/lb from Hatco in mixed T/T's with DOP or BOP. Perhaps this has something to do with Allied Adhesives actions in buying S-160 from Hatco. What happens if Hatco wakes up and starts pushing S-160 into the Adhesive accounts. Why should we suffer a competitive disadvantage? Any comments John Van Gelder?

Ed Capron

PS - Rob Lamkin - the above account also told me Stauffer is offering a CEF - TCP, 50-50 blend at 68¢/bulk - TW.