Monsanto

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

March 26, 1975

CC: J. Van Gelder - St. Louis
J. J. McNamara - N.Y.O.

SUBJECT ADHESIVE SURVEY

REFERENCE

TO J. H. Orem
St. Louis

An number of additional accounts were covered in this survey on 3/18/75.

1. National Rubber Manufacturing Co. = LIC

Met with Maurice Atsee, Chief Chemist. This is a small outfit which buys most of its plasticizer direct from Monsanto. Primary market is laminating Adhesives for Textiles. These require relatively non-volatile materials such as 334F and 79TM. but not the "Butyl" types.

2. Schwartz Chemical Company - LIC - Mr. Schwartz

Schwartz Chemical now buys from U/A S-8, S-160, MHP and MS-80 in drum quantities. They make only solvent type Adhesives and lacquers. A primary marketplace is the toy industry. They specialize in plastic to plastic, and plastic to other material bonds. Told Schwartz about impending sulfonamide price rises and he was upset to say the least. Did pry out of him before he quieted down, that he is looking at a product called Ketone Resin 777, made by Krumbahar Resins (sounds like a foreign outfit) that is cheaper (?) and looks interesting. Can't give you any more than that, but could be interested if you can track this product down. As a plasticizer user for Adhesives, Schwartz just isn't that big.

3. Pilot Chemical Co. -- LIC -Mr. Van Hueger

Again this turned out to be a relatively small outfit Adhesives-wise. Van Hueger told me they use 10 drum DBP/yr for PVAc Adhesives which they buy direct from Airco at a price below our drum price. (This sounded very odd-ball, but I didn't think the issue was big enough to argue about).

4. Stein Hall - Div of Celanese Chemical - LIC

Met with Mr. Kaminski. P.A. Celanese in the last few years has pulled the R&D groups and other staff functions out of New York and centered them in Louisville. In addition, the New York plant location has shrunk as other locations, Chicago, Charlotte, N.C. and California have expanded. For example the New York

DSW 586899

plant is confined almost solely to PVAc emulsions while the other plants make a full line of products including solvent and Hot Melt types. The New York plant used 250M/lbs of Velsicol 50 and 50Mlbs of DBP last year. The DBP was used strictly to ease tight supplies. The Velsicol 50 was bought on a national contract basis. Kaminski suggested that if we wished to delve into this further, we might contact a Mr. Kirwan in Louisville central purchasing. At some point I will contact Mr. James Cagney - their local plant chemist who does some formulation work and much control work in this location.

5. My next call was on Borden Chmical's, Arabol Div in Brooklyn, where I talked with Mr. Tedeschi -- Chief Chemist. He was not overly cooperative, but did get the following from him. They use about 200M lbs/yr of Velsicol 9-88. bought in 400 gal T/T's. They also buy a few specialties from U/A. The Middlesex, N.J. plant makes Hot Melts, but the technical direction for this comes from Massachusetts location. Thus this plant is primarily involved in PVAc emulsions. Why 9-88? They've used it a long time - it works well in a variety of formulations. He didn't wish to discuss S-160 buying. Suggested our best approach was through their central purchasing where he knew we usually did very well on plasticizers.

6. O C ADHESIVES - Brooklyn

Did some fruitless address chasing on this one, but finally came to the conclusion this is actually Van Man Adhesives or Akton Adhesives - all the same company about which I've already reported.

7. Atlantic Paste and Glue Co. - Brooklyn

DSW 586900

Appeared to be a small outfit making primarily PVAc Adhesives used in laminating for the Textile field and acrylics. Mr. Frisch, the owner currently buys small quantities of specialties from U/A. He also buys 10 drums/6 weeks of Velsicol 50 or DBP. He commented that there is little difference between the two, but right now he is able to pick up distress quantities of DBP at low prices. Buys Airco resins - and says it is from them that they started using Velsicol plasticizer. At this point not interested in evaluating S-160. Feels burned because we didn't help him during shortage. This was completely irrational, but I attempted to explain our reasoning.

EFC/bs

E.F. Cannon

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