Monsanto

FROM (NAME & LOCATION) E. Muschick - B3ND

DATE July 19, 1972

cc R. Giles 5020
D. L. Gass 1320

SUBJECT Nylex Visit, July 24

REFERENCE Background

TO :
C. D. Bias
R. N. Brell
R. W. Bucknell
J. A. Cannon
A.W.M. Coaker
J. R. Darby
A. G. Eades
E. H. Fording
H. A. Hashbarger
P. R. Graham
J. K. Lilly
A. W. Morgan
J. H. Orem
L. D. Press
W. E. Schalk
N. W. Touchette
Product Managers
E. Greene

Attached is the information concerning the visit of:

Geoff Goodwin, Technical Director
Nylex, Australia

Our success with this company will determine the odds for possible S-711 production in Australia. They operate in many markets and buy 1 out of every 3 pounds of plasticizer sold in Australia. End products include floor tile, all kinds of film and sheeting products, shoe sole compounds, hoses, automotive upholstery and crashpads, wire and cable.

Nylex started in Melbourne and has plants in Adelaide, Sydney, Malaysia and New Zealand. Working agreements exist with:

Canadian General Tower (Art Andrews)
L. E. Carpenter (wall covering, etc.)
Armstrong Cork

A review of Bob Giles' memo will give you the reasons for Geoff's trip and detail background. Our objectives are to:

1.) Sell Santicizer 711 and establish that S711 is worth a premium over DIOP, based on performance.

2.) Present Monsanto as the worldwide leader in technology of polymer modification.

3.) Share our expertise in any area of interest to Nylex, especially in automotive fabrics.

According to Don Gass, Geoff is "extremely smart, fifteen steps ahead of everyone, really knows his way around via worldwide trips every second year."

Detailed agenda is attached.

DSW 587365

STLCOPCB4092701

AGENDA

Geoff Goodwin,
Technical Director
NYLEX, Australia

Sunday, July 23, 1972	Arrive in St. Louis Time: Unknown (EM will contact) Stay: Clayton Inn

Monday,
July 24, 1972

WHEN	WHAT	WHO
9:30-10:00 A.M.	Pick up, arrive Room 160 (JFQ)	EM
10:00 A.M.	Agenda Agreement	JRD/EM
'til Lunch	FR, Smoke	AWM/RWB(?)
1:00 P.M.	Fogging, Automotive and S-711	EM/NWT/ JRD
3:00 P.M.	Phthalate, the Environment, Today & Tomorrow	PRG
	Dinner	RNB, Host

Tuesday, July 25, 1972	Hopefully, we will be able to continue discussions. Could be at G.O.

DSW 587366

STLCOPCB4092702