Monsanto
CANADA LTD.

FROM Montreal - Quebec

DATE April 17, 1967

SUBJECT C.I.L.

REFERENCE

cc: W.T. Witter
A. Vendette
A. Parent
E.H. Toombs
J.Orem-St. Louis
J. Darby - St. Louis
W. Waychoff - St. Louis

TO Mr. J.S. Bagnall
St. Louis

Avila arranged a meeting with John Hill and David Bebbington of CIL today. Two subjects were discussed. Here is my summary from a market standpoint.

1. Nonyl Alcohol was offered at ½¢ below the current price of isooctyl alcohol. Hill promoted this alcohol because of overall impending shortages of other alcohols. He indicated that the nonyls were rather abundant. Main usage for DNP in the U.K. was for the plastisol applications.

He was trying to interest us in the superior electrical qualities of DNP over DIDP as well as better heat stability. Avila indicated that a bit more nonyl alcohol would be required to make DNP than DOP for example, cutting the saving.

The matter was left that if they were able to develop a demand, we would consider the manufacture of DNP.

2. Cereclors 42 & S52.

Hill indicated that CIL have been in production in Canada since August of 1966. His main emphasis was on the S-52 which he described as the best compromise product. It has apparently been purified to give very good low temperature qualities.

Hill mentioned that he has three main areas of interest - floor tile followed by wire and cable and extrusions.

Hill singled out Armstrong and Dominion Oilcloth and indicated that both had received bulk product and that one had sample tiles out for field tests while the other was resuming Cereclor S-52 testing having had processing difficulties (not with Cereclor of course). The latter is probably DOC. Progress in varying degrees had been made at all tile accounts. Hill also singled out one company in particular whose U.S. parent had indicated that they would be interested in 20 million pounds yearly...!

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In wire and cable, Hill said that four or five major compounders to that industry were using Cereclor. He also indicated that General Wire & Cable were very interested.

Another customer of his that he mentioned was Canadian Extruders, not to forget Oakville who were referred to as a small user at 75,000 lb/year. Another application, wall covering was also mentioned.

Other points of interest were that it would make it difficult for anyone to offer a Phthalate/Cereclor blend because of the varying degrees of Cereclor recommended in various applications which usually ranged from 25 to 70% of the plasticizer and up to 100% in some cases such as VAT on the continent. A customer would have to order a base amount of Cereclor in his blend and would have to reformulate with additional Cereclor to maximize cost advantage in his plant. Personally, I can see extreme difficulty in preparing these blends in our existing facilities. A heated storage tank would be required for Cereclor. Hill mentioned that in dry blends better results could be expected if plasticizers were first in a blend form.

The handling of Cereclor with a high viscosity as well as the need for a heated lacquer lined tank was also discussed. Shipments are made in non-coiled insulated TT. The lacquer is required to prevent rust from attacking Cereclor which then affects the heat stability of the product.

The prices of Cereclor 42 and S-52 are:
$ Cdn., delivered.

	$/cwt
40,000 lb. TT	11.50
22,000 lb. TL Drums	13.00
20-42 drums	13.50
10-19 drums	14.00
5-9 drums	14.50
1-4 drums	15.00

My first impressions are that Hill is apparently quite pleased with the progress they have made as well as future prospects. He is speaking with extreme confidence when discussing prospects of moving Cereclor S-52 to the flooring trades directly in bulk. As noted, there is a price difference of $0.10 per pound between S-160 and Cereclor S-52. That is quite a spread!

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While he shows a low price for bulks, most other users for example in wire and cable and most compounders and smaller users would have to handle drums thereby cutting part of the savings that could be gained. Cereclor handling is a definite selling disadvantage which they attempt to downgrade.

The attached list of bulletins was left with Avila. Should you wish a copy, Avila will be pleased to forward one to you.

R.S. Trump

RST/pd

Attch:

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The following list of bulletins was left with Avila:

1 - Cereclor S-52 — In vinyl Compositions

2 - Cereclor S-52 — Technical supplement 1
"The Long Term Compatibility of unfilled compounds containing S-52"

3 - Cereclor S-52 — Technical supplement 2
"Applications of S-52"

4. Cereclor S-52 — Technical supplement 3
"Effect of fillers on the properties of plasticized PVC containing Cereclor"

5 - Tech. Serv. Note TS/B/2244 - "Liquid grades of Cereclor in Rigid PVC"

6 - Tech Serv. Note TS/B/2197 - "Cereclor in Cable compounds"

7 - Tech Serv. Note TS/B/2223 - "Cereclor blending with primary plasticizer"

8 - Tech Serv. Note TS/B/2205 - "Light Stability of PVC compounds"

9 - Tech Serv. Note TS/B/2250 - "The use of Cereclor compatibility softness

10 - Tech Serv. Note TS/B/2192 - S-52 in Calendered film.

11 - Tech Serv. Note TS/B/2219 - "Bulk Storage and Handling"

12 - A comparison of some phthalate plasticizers in PVC pastes.

13 - The properties and applications of plasticizers from ICI OXO alcohols.

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