

BAKELITE COMPANY
DIVISION OF UNION CARBIDE CORPORATION

COPY

Mr. J. W. McLaughlin
Bakelite Company
292 Madison Ave.

October 15, 1958

Sheetings

Mr. W. B. Ackart - 53
Mr. R. H. Bruce - 60 F. 12
Mr. G. G. Hissler - 53
Dr. T. W. Hale - 60 F. 12 ✓
Mr. G. T. Scriba - Room 1901

Sanitized Sales Company

File B. 12

As you are aware, no action has been taken in regards to the use of Sanitized F 1 in our products nor have we signed the license agreement with the subject. This one dropped by the wayside as a result of decreased interest on the part of Kleinert and Kentile.

Mr. Harold Leder has been in continual contact with us over the past three months and has kept us advised of his sales efforts in one of our major markets—the inflatable field. He has been in contact with Biltor, Urb Products, and Kestral Corporation, and I understand that the latter two companies are interested. Mr. Lehman has confirmed Kestral's interest and Mr. Meringoff of Urb called me to discuss this subject on October 1.

Mr. Meringoff advised that he tentatively planned to go into the Sanitized program on his vinyl-coated cloth pools. His primary reason for this move was to improve the resistance of the coated fabric to mildew. He also felt that this program might offer some sales stimulus to the inflatable line where our "Krene" sheeting is being used.

It can logically be presumed that the use of the Sanitized name by one inflatable manufacturer will result in its use by others. This being the case, we will be called on to supply a product with the Sanitized additive or face the possibility of losing the business to those competitors who have signed the license agreement.

In one of our final discussions with Mr. Scriba, Mr. Cole, Dr. Ackart and Dr. Hale, it was recommended that we do not associate ourselves with the Sanitized Sales Company by signing the license agreement due to possible restrictions being placed on Sanitized Sales' claims by a government agency and the possible unfavorable publicity to Bakelite which could result from such action. It would appear at this time that we should reconsider our position in light of the developments which appear to be forthcoming from the inflatable industry.

If we signed the license agreement with the Sanitized Sales Company, we could then offer assurance to our customers that we would be in a position to supply their material requirements, eliminating the necessity on their part to look for other sources. The major problem of satisfactorily justifying the claims made by

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UNION CARBIDE
TOXICOLOGY DEPARTMENT

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October 1st, 1958

Sanitized Sales Company would still face us. However, the end use applications (inflatable pools, beach balls, etc.) might make this matter less critical than when we were discussing the floor tile application.

Mr. Sadev indicated they were considering licensing the fabricator who in turn could grant us a sub-license to produce "Krene" film or sheeting with the Sanitized additive. This course would relieve us of having to justify the claims; however, I would not recommend it. Such an arrangement would take the initiative out of our hands and could result in pressure on both our price and policies.

It is my recommendation that we immediately consider signing the license agreement with the subject. As a second step, we should establish what claims, if any, we are in a position to utilize in the sale of "Krene" incorporating the additive. In this way we will at least be able to meet the possible material requirements of certain large volume accounts and not cause them to look to our competition.

For the information of those receiving copies of this letter, I am attaching a copy of correspondence between the subject and Eastman Chemical Co. relating to the use of Sanitized PPS in polyethylene compounds.

L. D. Barnett, Jr.

LEB:VVS
Attach.

P.S. Since dictating the above, we have received a letter from subject restricting our sale of "Sanitized" sheeting to manufacturers of wading and swimming pools. A copy is attached. With this limitation, there is little reason for us to sign the license agreement with them at this time. It is recommended that we consider an alternate approach through the use of Vancide or a similar material along with whatever promotional claims can be made for such a formulation in anticipation of requirements for this type product from the inflatable industry.

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C O P Y

EASTMAN CHEMICAL PRODUCTS, INC.

September 19, 1958

Mr. Harold Sadev
Plastics and Rubber Division
Sanitized Sales Company of America, Inc.
181 Madison Avenue
New York 16, New York

Dear Mr. Sadev:

Reference is made to your letter of April 17 addressed to the attention of Mr. Spencer E. Palmer.

Our laboratory has completed their evaluation of Sanitized P.F.X. The material was incorporated into our Tenite Polystyrene, and samples were submitted for bacteriostatic tests. These samples were then tested for growth inhibition of several common organisms. The germicide was found to be an effective growth inhibitor for all test organisms. The test organisms which we tested were *Aspergillus niger* - a fungus, *Micrococcus pyogenes* var. *aureus* - bacteria that cause food poisoning, *Salmonella typhosa* - cause of typhoid fever, and *Escherichia coli* - cause of infections in genitourinary tract.

We have not tested the toxicological properties of Sanitized P.F.X. If you have information on this subject, we would appreciate having it. Is a P.F.X. compound acceptable to F & DA for use in contact with foodstuffs?

No decision has yet been made as to whether we should offer a Tenite formulation containing a germicide.

Yours very truly,

Vice President

David C. Williams

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