

Monsanto

FROM (NAME & LOCATION) John H. Orem - General Offices - B3ND

DATE May 13, 1975 CC R. N. Brell

SUBJECT ADHESIVES - CHICAGO AREA

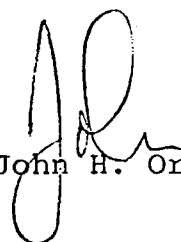
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TO : D. H. BECHTOLD - 1180

Attached are adhesives customers, and their potential, that I obtained during a market review with our P&P Company. In all cases, the potentials are listed in wet pounds (includes the water) not on a solids basis. Gelva S-55, their general purpose PVAc, is 55% solids.

This potential estimate for plasticizers excludes big boys in your area such as H. B. Fuller, Borden in Cicero and Sheboygan, Paisley in Chicago, and the overwhelming giant in PSA's, 3M Company.

I am very pleased that you are going to have a survey on the adhesives market in (and around) Chicago. Looking forward to the results.


John H. Orem

JHO/rlg

Encls.

DSW 586917

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M Pounds PVAc

Aabit-Jade Adhesives Company, Inc.
2929 N. Campbell Avenue
Chicago, Illinois 60618

900

Advance Process Supply Company
400 North Noble Street
Chicago, Illinois 60622

1000

Ajax Adhesives & Chemical Company
1314 West 24th Street
Chicago, Illinois 60608

1500

Borden Chemical Division
Arabol Department
1829 South 54th Avenue
Cicero, Illinois 60650

(PVAc volume unknown;
P&P Co. sold them 500M
pounds of TS-100 in
1974)

2522 South 24th Street
Sheboygan, Wisconsin 53082

6000

Dianna Manufacturing Company
Green Bay, Wisconsin
(this is an acrylic copolymer; they
are the manufacturing arm for non-
woven binders of Kendall Co.)

H. B. Fuller

(You know the plasticizer
potential; PVAc use huge
but specifics unknown)

J. G. Milligan & Company
101 South Second Street
Milwaukee, Wisconsin 53204
(Volume in part consists of
multipolymers such as TS-100.
P&P Co. has an excellent re-
lationship)

ca 7500

Paisley Div., Standard Brands
Chicago Plant: 1770 Canal Port Ave.

(Paisley total PVAc con-
sumption is ca 20,000 M
pounds/year. I do not have
an estimate on just their
Chicago plant's consumption)

Schwartz
Two Rivers, Wisconsin
(this is an acrylic copolymer;
make non-woven milk filters)

6000

Stein Hall Div., Celanese
Argo Plant: 7351 S. 78th Avenue
Argo, Illinois 60502

(Total Stein Hall consumptio
for PVAc for adhesives is ca
20,000M pounds/year)

Swift Chemical Company
115 West Jackson Blvd.
Chicago, Illinois 60604

8000

DSW 586918

STLCOPCB4092252

1800

1000

300

34000

800

800

PVAc & Copolymers	34,000M pounds x 7%	= 2350M pounds plasticizer
PSA	800M pounds x 6.5 phr	= <u>50M</u>
		2400M pounds

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