Monsanto

FROM (NAME—LOCATION—PHONE) T. H. Stark, Wilmington

DATE : November 19, 1979

SUBJECT : Polysulfide Formulating

REFERENCE : Joint Call with John Orem to PRC and Thiokol - 11/12/79

TO : R. S. KOEHNE
St. Louis, B3NC

cc: J. S. Williams, Wilmington
N. W. Touchette, Galt (1730)
A. L. Morgan, Galt (1730)
J. H. Orem, Galt (1730)

Personnel Contacted: PRC - Rich Giangiordano
Thiokol - Mel Schulman

Per John Orem's request, a call was set up at both Products Research Corp. and Thiokol to discuss some recent work on polysulfide formulating completed by Galt Lab. Suggested formulas were left with both companies showing a) the reduction of LP-32, b) incorporation of Scripset 808, and c) the elimination of the adhesion modifier A-189.

Samples and literature of Scripset 808 have been sent to both accounts for each is interested in evaluating the new technology.

According to Rich at PRC, they plan on increasing their S-278 purchases by 15% next year, and are just starting to use S-261 in some new formulas. The important message from Rich was that chlorinated paraffins have attained their saturation level and would not grow much more but S-278 and S-261 would continue to grow. Time will tell.

Attention: J. H. Orem - Union Chemical sales to PRC (11/1 - 10/31):

	(1978)	(1979)
Santicizer 278	591	570
Santicizer 261	0	0

As you can see, 1) even with the increase of the Inmont business, chlorinated paraffins have taken their share; 2) Union Chem. has sold zero S-261. I don't think Rich was lying about the S-261 purchases for Pioneer bought 4,800 lbs. for the first time this year and it probably went to PRC.

Rich has offered to run our two film samples (B and C) on their Honeywell as soon as it's repaired. If PRC's initial testing shows improvement, then they will continue to run stability test for six months. He felt the stabilizer system would have to be changed for you don't mix an epoxy resin with a manganese cure system. Also, they are looking at products like Sundex, Circusol, and Sunpar for cost reduction. Further, Rich would like a sample of our DUP for they use 60 to 100M lbs. of DIDP per year. If Art Fitzgerald gives a new customer approval, we'll send the sample.

DSW 588340

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After completing the discussion on Galt's work, I asked Mel Schulman of Thiokol who we should contact to follow up on our development work with XA-1014A in the urethane roller market. He gave us the names of the three largest customers and suggested we start with Petco in Chicago, even though Durex is the largest (they are extremely unorganized).

Durex - Jersey City, New Jersey
Mort Lavine, Plant Manager
201-332-2121 (400M lbs. - S-988)

Petco - Lake Forest, Illinois
*Kevin Smith, Technical Director
Jeff Smith, President
(225M lbs. - S-988)

Harrigan Roller Co., Inc.
1421 Ridgely Street
Baltimore, Maryland
301-685-7455 (125M lbs. - S-988)

In the near future, I will contact Al Elliot to discuss his findings with our experimental product XA-1014A when he worked for Thiokol. Then we will determine how to proceed or if we should proceed with the project.

Al Elliot
Weaver Industries
Reading, Pennsylvania

Tom Stark

THS/dgk

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