Monsanto — **CALL REPORT – ORGANIC DIVISION**

DICTATE IN SEQUENCE:
1. HEADING INFORMATION
2. NAMES OF ADDRESSEES
3. NAMES OF CARBONEES
4. IMMEDIATE ACTION NEEDED
5. REPORT ON CALL

REPORT CAPTIONS:
1. OBJECTIVE
2. PERSONS CONTACTED
3. RESULTS
4. ACTION REQUIRED

CUSTOMER NAME					DATE OF CALL
	ESSEX CHEMICAL				2/11/70
CITY AND STATE	SAYREVILLE, N.J.		DATE RECEIVED		DATE TYPED 2/20/70

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES

REGION	SERVICE CENTER	SALESMAN
New York		J.A. Smoke/sb

TO ~~Cumming Paton~~ St. Louis

CC E. H. Fording - New York
Fred Sutton - St. Louis
~~Rob Lamkin - Los Angeles~~
J. R. Darby - Queeney

CONTACTED:

~~Bill De Santis~~ - ~~Lab Manager~~
Joe Romano - Adhesives Chemist

OBJECTIVES:

1. Discuss major Essex interests
2. Push for adhesive formulation sample

RESULTS:

1. Bill De Santis indicated the major push in Essex plans is in adhesives (largely hot melts) and sealants. ~~These sealants~~ will be urethanes and specialty polysulfides. Essex has dropped its push in architectural sealants and also in highway ~~sealers. Chul Song and other involved in these areas have~~ been released.

   Urethane specialist is Nadji Tehrani. Automotive sealants remain under Al Detmar. Aroclor 1242 has been chosen as the modifier for urethanes. Benyoflex was found to have the following limitiations:
   ~~1. Limited compatibility~~
   2. Poor foam stability
   3. Hygroscopic, ~~therefore hurting urethane properties~~

   High quality plastisols willalso receive considerable attention.

S-331 (REV. 12/68)

0454130

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CUSTOMER NAME					DATE OF CALL
ESSEX CHEMICAL (P. 2)					2/11/70
CITY AND STATE			DATE RECEIVED		DATE TYPED
SAYREVILLE, N.J.					2/20/70
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
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REGION	SERVICE CENTER		SALESMAN		
New York			J.A. Smoke/sb		

TO CC

2. Sample of adhesive formulation has not been prepared. Ben Espie was upset that St. Louis lost the previous sample - he says they'll make it when they have time. La Mirada has approved Santicizer 218-A, but application is not as critical on water sensitivity.

~~Major hot-melt work is with amorphous polypropylene for~~ paper-to-paper lamination, etc. Extremely low cost modifiers are used here.

Some EVA work is being done. One application is for pressure sensitive hot melt for flooring. Will send Aroclor information.

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