

Monsanto

FROM (NAME & LOCATION) R. W. Bucknell - General Offices

DATE	October 5, 1972	cc:	R. N. Brell	B3NH
			J. R. Darby	1760
SUBJECT	Monthly Summary		A. G. Eades	B3NJ
			M. W. Farrar	R2E
REFERENCE			E. H. Fording	B3NJ
TO	J. E. Springgate	B3NA	P. R. Graham/L.O. Raether	B3NB
			W. C. Hamman	B3SA
			J. O. Harris	1010
			H. A. Hashbarger	B3NA
			W. K. Johnson	R2E
			E. L. Kaiser	B3ND
			G. G. Kosup	B2SL
			R. E. Lamkin/W.S. Clark/	
			A. W. M. Coaker/D.J. Denby	
			J. K. Lilly	B3NH
			J. W. Lyons	B2SB
			W. E. Maledon	B3NF
			J. E. Maurer/R.E. Wexler	ELSA
			J. H. Orem	B3ND
			G. A. Rauh	B3SB
			W. E. Schalk	B3NJ
			J. E. Smith	B3NH
			J. D. Wright	B3NB

df: C.D. Monthly Summaries

Attached is the September, 1972
Commercial Development Monthly
Summary for Plasticizers.


R. W. Bucknell

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Attachment

DSW 552612

STLCOPCB4091029

Plasticizers
Commercial Development
September, 1972

Hilites

Santicizer 334F

Drum quantities of S-334F Special have been prepared and tests are underway at several accounts where improved water resistance is required. Sales remain below budget but are expected to pick up in early 1973 as a result of increased use in the surgical/medical applications.

Plasticizers and The Environment

Paul Graham made a presentation at the Phthalic Acid Esters Meeting sponsored by the National Institute of Environmental Health Sciences on the subject: Plasticizer Technology, Markets and Uses. The paper was very well received and has gone a long way to establish Paul as the leading expert in the plasticizer/environmental area.

Santicizer 79TM

September was a good month for S-79TM. Carol Cable ordered 41,000 pounds for wire insulation.

Phosgard 2XC-20

September shipments continued at the August level of 400 thousand pounds. This included a 62 thousand pound shipment to Europe for future sales. Apparently no sales have been lost to T-23-P as a result of the price reduction on this product. However, we have lost an account to Stauffer's FR-2. Reasons: Product quality and price performance.

Phosgard 1227

Laboratory evaluation indicates that this product is a likely candidate for the second generation urethane foam flame retardant. It will soon be evaluated on a commercial scale.

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