

DICTATE IN SEQUENCE:

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

CUSTOMER NAME W. R. GRACE & CO.		DATE OF CALL 9/1/71	
CONSTRUCTION PRODUCTS DIV.			
CITY AND STATE Cambridge, Mass.	DATE RECEIVED 9/15	DATE TYPED 9/22	
CUSTOMER MAILING LIST CHANGES - SERVICE CENTER USE ONLY			
NAME AND TITLE	PUT ON	TAKE OFF	MP MAG. CATEGORY CODES
REGION Northeast	SERVICE CENTER Everett	SALESMAN J. H. Gannon/mf	

REPORT CAPTIONS:

1. OBJECTIVE
2. PERSONS CONTACTED
3. RESULTS
4. ACTION REQUIRED

TO W. S. Clark - St. Louis CC

A. W. M. Coaker - St. Louis

L. J. Berlik - Chicago

J. R. Beightol - New York

W. G. Morlock - Houston

CONTACTED: Don Murray, R&D Chemist - Polysulfide Caulks & Sealings

This call made with Bill Coaker, Monsanto Technical Service Department.

PURPOSE OF CALL:

1. Discuss recent viscosity problems on plant trial of Santicizer 335 at Chicago.
2. Discuss status of replacement of Aroclor 1254 with Santicizer 335.
3. Discuss possible lower cost alternates to Santicizer 335.

VISCOSITY PROBLEMS AT CHICAGO: The five drums of Santicizer 335 blend shipped from Anniston to Chicago back in April had much lower viscosity than any laboratory sample Grace had previously evaluated at their Cambridge R&D Center. This caused severe production problems and product performance problems such as sag and dripping. Grace's first reaction was that Santicizer 335 was an unreliable product for this application. On further discussion today, Coaker and I speculated on the possibility that by mistake they were shipped straight Santicizer 261. Will Clark has been requested to check retained samples at Anniston against this possibility. The result of this production problem, however, is that development work on Santicizer 335 has got to begin at the starting point again.

AROCLOR 1254 REPLACEMENT: Grace still has enough inventory stock pile of Aroclor 1254 to last the balance of 1971 and into early 1972. However, they have now begun a crash program to find substitutes for Aroclor 1254 and Santicizer 335 while currently the leading contender, may be displaced by lower cost raw materials such as competitive product called CP-8 or even chlorinated paraffins. Coaker presented Murray with technical data on Aroclor 5432 which they had not yet evaluated. He indicated strong interest in this product due to its viscosity range not too far out of line with Aroclor 1254 and much more attractive price than Santicizer 335.