Monsanto

FROM E. F. Capron - N.Y.O.

DATE February 14, 1975

SUBJECT Adhesive Industry

REFERENCE

cc: A. G. Eades - St. Louis
R. N. Brell - St. Louis
J. H. Orem - St. Louis

TO

J.J. McNamara
New York Office

From a number of sources including our own PP&R group here in New York, I have finally compiled a basic list of prospects to be called on for the Adhesives Industry in New York.

1. Note that some 30 companies are listed. This does not include about 10 more prospects - probably small that will also be included. On a separate list are 9 Adhesive accounts we are currently calling on.

2. We do not now call on these 30 companies and as far as I can determine-in most cases - never have. The work load involved is considerable, Thus, I would expect the initial survey will take 3-4 months.

3. Also included is a list of Adhesive accounts from a 1973 1st quarter Amsco report. Obviously, this list is very old and very incomplete. However it is all that we have until Amsco can be persuaded to come up with something better. Please note that with the exception of Paisley and a small amount of material to Metro Adhesives (Now Swift) they appear to have very little participation in the N.Y. Adhesives market. I would assume from this that they are not contacting it.

4. I will be calling on these accounts in search of the followi information.

   A. Do they use Plasticizer?
   B. How much and what kind?
   C. From whom?
   D. What basic products do they produce?

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This is the essential information. Based on the answers we will determine who we should be calling on regularly. Will Amsco participate in this effort (In fact it may help to determine if U/A is doing a job)? And a number of other questions such as job size, personnel needs etc. and an industry approach to selling the adhesives market.

E. F. Capron

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NEW PROSPECTS (4)

1.	Adhesives Products Corp.	1660 Boone Avenue, Bronx
2.	Adhesives Chemionics Div.	20 Wagaraw, Fairlawn, NJ
3.	Allied Adhesives Corp.	91-20 130 Richmond Hill
4.	Atlantic Paste & Glue Co.	9-53 Brooklyn, N.Y.
	Caulks Baker Sealants & Coatings Co.	243 Suydam Ave., Jersey City, NJ
5.	Basic Adhesives	14-40 110 College Point
6.	Beacon Chemical Co.	244 Lafayette Street
7.	Bond Adhesives	120 Johnston Ave - Jersey City
8.	Columbia Cement Co Inc.	159 Hanse Ave, Freeport LI
9.	Compac Corp	Old Flanders Rd., Netcong, NJ
10.	Cooper Glues - Peter Cooper Corp.	3240 Grace Ave., Bronx
11.	Flexcraft Ind.	527 Avenue P. Newark, N.J.
12.	Guard Coating & Chemical	58 John Hay Ave., Kearney, N.J.
13.	Malcolm Nicol & Co., Inc.	39 Viter Avenue, Hawthorne, NJ
14.	Miracle Adhesivel	250 Petit Ave., Bellmore LI
15.	National Rubber MFG Co.	38-31 9th Street, LI CITY
16.	Northern Adhesives Inc.	83 Apolo Brooklyn
17.	O C Adhesives Corp.	76-4th Street, Brooklyn
18.	Pilot Chemical Co, Inc.	10-28 Jackson Ave, L I City
19.	Roman Adhesives, Inc.	389 Oraton, Newark, NJ
20.	Schwartz Chemical Co. Inc.	50-01 2nd Street, L I City
21.	Slomon's Labs, Inc.	32-45 Hunters Point Ave., LI City
22.	Stein Hall & Co., Inc.	605 3rd Avenue
23.	Talcon Adhesives Corp.	160 Passaic Ave., Kearney NJ
24.	Van-Man, Inc.	100 S-4th Brooklyn
25.	Borden Inc. - Chem. Div.	56 Nostrand Ave., Brooklyn
26.	Packaging Systems Corp.	255 No. Middletown Rd. Pearl Rive New York
27.	Henker Co.	Teaneck, New Jersey
28.	N.J. Paste & Glue Co., Pa	Passaic, New Jersey
29.	Envelope Adhesives Co.	Newark, N.J.
30.	A.E. Staley Co.	Kearney, N.J.

NOW CALLING ON -

1. Acme Adhesives, 202 W Central Ave., Maywood, N.J.
   J. Faccone

2. HB Fuller Co. - 59 Brunswick Ave, Edison, NJ 08817
   John Peplinski

3. Holland Mfg Co., 15 Main St., Succasuna NJ 07876
   Vic Marcusen - V.P.

4. Industrial Latex Co., 306 Mount Pleasant Avenue
   Wallington, N.J. 07055 - JS Schoer - Owner

5. National Starch Co., 1735 So. Front St., Plainfield, NJ 07063

6. Paisley Products (Div Std Brands)
   29 Mack Drive, Edison, N.J. 08817
   Marion Chambers - PA

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7. Titan Adhesives Co.
184 Pacific Avenue, Jersey City NJ
Bob Mavis

8. Baker Adhesives Co.
P.O. Box 355, Windsor N.J. 08561
Straight St, Paterson, NJ 07501
S. Stewart

U/A ACCOUNTS - 1st QUARTER 1973 RESULTS

Manhattan Adhesives (Now part of Paisley)	1700 lbs M17 & MHP
Allied Adhesives	1100 lbs M-17
Beacon Chemical	6M lbs S-160 1M lbs DMP
Cementex Co. (very small)	500 lbs - S-141
Bond Adhesives	MS80 & S-8
Metro Adhesives (Now Swift)	2600 lbs, S-8 TBP - 450 lbs
Clifton Adhesives (Not listed but to be checked out)	TPPa - 1250
Paisley Product	S-141 - 3M lbs MHP - 300 lbs S-429 - 1350 lbs S-412 - 20M S-148 - 15M TPPa - 250 S-140 - 9,265 lbs.

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