H. S. BERGEN - ST. LOUIS

SEPTEMBER 15, 1969

P. G. BENIGNUS
R. DAVIS
R. H. MUNCH

DUPONT NOMEX FILM
MONSANTO COMPETITIVE PRODUCT

W. R. RICHARD

Several days ago, I had lunch with Ned Kline and we discussed some of the work we were doing on insulating materials with our dielectric fluids.

He mentioned that they had a project, wherein they developed two products — X-101 and X-500, which appeared to be competitive with Nomex film and fiber. He said that they did not have the courage to go through with the development of these products because of the priority pressures of other projects, plus the fact that it would require about a $10 M plant to get into this in a big way and this was the only way they could get into it.

He says in hindsight, perhaps they should have gone ahead because Nomex is now in short supply and apparently this development is going quite well. He said that he and Herb Freelander would be glad to discuss this further with you because they did do some market survey work which they would be glad to give to us.

Apparently X-101 is the closest direct competitor that we have to Nomex film. We do have a patent stake involved here which appears to be mostly on our side, although there is some possible conflict.

The X-500 product has maximum stiffness and tensile strength and is a high performance Organic fiber with a stiffness like glass. It so happens that X-500 is of some interest to Firestone for tire cord and Ned feels that if this project took off, then perhaps X-101 might be able to ride along with it, because it would utilize the same plant production equipment and techniques.

X-101 has superior heat resistance to X-500.

DSW 199840

Would you and Paul Benignus talk further with Ned Kline about this, obtain their market report, and determine if we should do anything with this?

Thanks.

H. S. BERGEN

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