H. S. Bergen

October, 1971

Distribution:

B28C C. L. Bradford*
5040 H. N. Dahlstrom
5090 H. F. Dixon/D. Goodwillie*
1070 H. R. Ford*
1010 R. A. Garcia*
5020 R. B. Giles/R. Garnsworthy
1800 D. R. Hansen*
5270 T. Ishijima
B28C N. T. Johnson*
B3NF A. J. Koenig*
B28K G. G. Kosup*
F4WA R. M. Kounts*
5040 P. J. A. Marsh*
B28K W. B. Papageorge*
~~B28H C. Paton*~~
B2NK E. M. Potter*
T3A W. R. Richard*
B2NB J. R. Savage*
B28D L. D. Shand*
G4NA J. R. Sayers
1650 P. L. Slayton*
B28E B. G. Tibbetts*
C3SC J. E. Tucker*

~~PGB~~
~~DRF~~
D.E.R.
~~GJR~~
CP

EXHIBIT NO. 1138
11/5/92

COMPANY CONFIDENTIAL

TRAN 003508

WATER_PCB-SD0000020245

Monsanto

FROM (NAME & LOCATION) B2SL T. L. Gossage

DATE October 7, 1971 cc See distribution list attached

SUBJECT SPECIALTY PRODUCTS MONTHLY REPORT
SEPTEMBER 1971

REFERENCE

TO : H. S. Bergen*

Sales Summary

September domestic sales were $3,258 M, 15% below our budget of $3,831 M, approximately $100,000 higher than August, 1971 and approximately $700,000 higher than September, 1970. All product groups were below budget with the exception of Industrial Fluids which was about 20% over budget. Europe's September sales were $744,000, over budget by $49,000. Canada was $25,000 over budget.

Hydraulics and Lubricants

Ford, Dearborn, has decided to continue their shop trial of our MCS 1044 at least through November. Laclede Steel is regained and has received five liquibins of Pydraul F9A. Pontiac Motors has decided not to shop trial our competitor's Vital 29 due to the product's polymer separation problem. New Pydraul business at Kamin Diecast, U.S. Steel, Baytown, Magma Copper and Wadco Corporation. Ford, Sheffield, continues water/glycol test.

Columbia Gulf Transmission ordered $50,000 in Turbinol 153. Northwest Airlines has extended their current Skydrol contract with Stauffer until November, 1973, while we have received renewals from World Airways, Hydro-Aire, Inc., and Overseas National Airways.

Hughes Air West entered the first commercial order for 5,000 lbs. of Skylube 450. Unfortunately, they will sign a contract with Shell for their lube requirements and will not buy Skylube 450 after the flight test.

The first batch of Pydraul has been formulated at the new Antwerp facility. A reclamation contract has been signed with NYCO.

Dielectrics and Process Fluids

Skelly Oil has successfully been turned away from FR-1 and has purchased twenty-three drums of Therminol 66 for offshore gas processing platform. Chevron Oil has threatened to purchase Dowtherm G for their new offshore gas processing plant following our refusal to sell FR-1.

We shipped a tank car of biphenyl to Tanatex, bringing year-to-date sales to 347,000 lbs. Biphenyl sales were also strong in the citrus wrap market to Crown Zellerbach, 100,000 lbs. and Paper Pak, 30,000 lbs.

COMPANY
CONFIDENTIAL

TRAN 003509

WATER_PCB-SD0000020246

Agreement has been reached with NCR to supply them MIPB as their sole encapsulant through June, 1972.

Transformer fluid sales continue strong, 34% over budget and 32% over August sales.

Monsanto Europe has gained the European Tanatex business estimated at 300 tons per year. Agreement has been reached with ICI on a three-year biphenyl contract.

Paper and Wood Chemicals

Appleton Paper has signed a two-year contract for Merpize TFL. Expected volume is $400,000 per year. Domtar, St. Catherines in Canada, has ordered their first truckload ever of Merpize TFL. Hudson Pulp & Paper, Palatka, Florida, received two 5,000 gallon tanktruck orders of Santopize DSC. This is our first business ever at this location. Indications are that additional truckloads will come in '71 and a commitment for 4-500,000 lbs. in 1972.

Scripsets are estimated at 78% of budget for September. Under budget performance is caused by Weyerhaeuser's drop off in PCW-10 usage. Their usage is expected to be at about 135,000 lbs. per month for the balance of the year as compared to a 210,000 lb. per month budget. A successful Scripset 520 trial has been completed at Mead Corporation, Chillicothe. Georgia-Pacific, Kalamazoo, has committed to 520 trial within the next two months.

Latex Binders

Major Polvin 2400 orders received from Advance Finishing, 500,000 lbs. and Walter Carpet Mills, 200,000 lbs. Advance Finishing, Dalton, Georgia, will be running Polvin 2400 in a foam precoat on all carpet grades for one month. If this run is successful, they have indicated their desire to contract for their total requirements estimated between 7 and 12 M dry pounds per year. Walter Carpet Mills, City of Industry, California, are working up a contract to sign with Monsanto covering their 1972 needs for Polvin 2400. Colex Corporation is investigating an EVCl/SBR blend as their fire retardant system. Trials are expected over the next two months to determine the cost performance of that system. James Carpets ran a five drum trial with Polvin 2400 as a replacement for an SBR aluminum hydrate fire retardant precoat. The carpet is being tested now for fire retardancy. Potential is 500,000 to 1,000,000 dry pounds per year. All of this activity is a direct result of continuing upset in the carpet industry brought about by FTC actions. Sixteen more manufacturers are being cited for failing to

COMPANY
CONFIDENTIAL

WATER_PCB-SD0000020247

meet the fire retardant standards. Three carpet manufacturers have gone bankrupt as a result of this action. There is a tremenous interest in fire retardant latex systems. Timing now becomes critical. Plant production is needed at the earliest possible date.

Sackner Products continues to order development quantities of Monflex 4400. No word has yet been heard from Ford on requirements for material made with EVCl.

Mead Packaging, Atlanta, ran the long delayed trial with Polvin 2000. The product performed well and did the job predicted. It did not, however, outperform a Dow system. Activity continues strong in other paper and board coating applications, paper saturation, barrier coatings and paint

T. L. Gossage

/ph

* Receive attachments

COMPANY CONFIDENTIAL

TRAN 003511

WATER_PCB-SD0000020248