

MONSANTO CHEMICAL COMPANY

Inter-Office Correspondence

LOCATION : Springfield, Mass.

cc Y. Phillips
T. Price - Texas City
P. L. Turner

DATE : July 31, 1962

SUBJECT : VCM SPECIFICATIONS

REFERENCE :

TO : T. SHIRLEY

TEXAS CITY

Confirming our telephone discussion yesterday, it would cost an estimated \$10,000 to show the effect of a gross increase in butane and iso-butane in VCM on polymerization and resin quality. We do know that VCM received through the first half of 1962 has given good results, and feel that this is a target for future monomer. Consequently, I recommend spending the \$15,000 additional capital needed to maintain current VCM quality when acetylene plant changes are made.

Regarding your questions about use of Union Carbide and Dow VCM (your letter of 7/1), Ken Perry got a request for the same information, and will reply soon for Springfield.

Looking forward to seeing you and Jerry next week.

/jmr

R. A. COFFEY

CBY 1110454

RSV0031748

~~Publ. Midget - Super City~~
Any formulation for Cohen's concern?

Springfield, Massachusetts

August 6, 1962

VCM QUALITY

AUG 9 1962

W. W. Alexander

~~R. I. Dunlap - St. Louis~~

E. E. Hardy

Y. P. Phillips

R. J. Schatz - St. Louis

F. L. Turner

C. L. Knowles
St. Louis

Product Administration

We are currently under pressure from the Hydrocarbons Division to make our VCM non-competitive with respect to C-4 impurities (chain transfer agents) which come from the acetylene purification system; they are suggesting 7150 PPM vs. zero for competition. The Springfield plant uses exchange monomer frequently (Union Carbide); and we should be pushing our outside VCM sales in order to have a minimum raw material cost for our PVC products and also in order to maximize profits on monomer sales. These factors point towards maintaining a competitive monomer as well as the fact that our homopolymer line has been running very well this year on specification monomer.

I trust that we're not going back to the previous concept that we shouldn't be in the monomer business and therefore shouldn't push VCM Sales; this was beat down in a "Summit Meeting" about two years ago, and we need a fixed and competitive quality monomer to keep our plant running smoothly and to keep down our technical service costs.

My answer - Attached

O. P. Cohen

yes

1 dck Bill - Fobli wrote parts of my answer
on bottom of letter & sent it back.

CBY 1019644

RSV0031749