**Monsanto**

OM (NAME & LOCATION) L. O. Raether - General Offices B3NB

DATE October 5, 1972 cc:

SUBJECT Monthly Summary
September, 1972

REFERENCE

O : R. W. Bucknell

Phosgard 2XC-20

| | Shipments | Budget |
|---|---|---|
| Domestic | 208,946 | 50,000 |
| Export | 188,890 | 1,000 |
| | 397,636 | 51,000 |

Shipments of product this month are about the same as August. However, domestic shipments were down by 80,000 pounds. This enabled us to ship 62,000 pounds to Europe for future sales. It now appears that we have lost Hoover Chemical to a competitive system based on Stauffer's FR-2. Primary reasons given are (1) lot to lot variations in performance; (2) availability; and (3) price in that order as related by Hoover. Potential volume was listed at about 1.5 $\overline{M}$ pounds for model year at two U.S. and one Canadian location. Problem appears to have arisen at Tilsonburg, Ontario plant where one lot of Phosgard 2XC-20 would not produce f.r. foam at 15 parts. Analysis of shipments to Hoover between 3/27 and 8/9 show variation in viscosity from a low of 320 cps @ 100°F. to a high of 825 cps. Acidity of lots shipped to Hoover varied from a low of 0.7meq/100g. to a high of 3.0 meq/100g. Our analytical results on foam produced from these lots show variation in burn rates but not to the extent reported by Hoover.

In the meantime, Detroit's lack of success with the Price Commission on '73 models is being passed back to all suppliers. Foam cushion suppliers are under heavy pressures from Detroit to produce seats and pads at last year's prices despite the added cost of flame retardants.

DSW 552616

Phosgard 1227

Laboratory foam evaluations using this new product continue to look encouraging. In certain properties, 1227 shows equivalent performance to Phosgard 2XC-20. Basically, the product has a lower raw material cost than 2XC-20 and is made by what appears to be a simplified process. We have shipped 600 pounds to MOCAN and 150 pounds to Mobay in order to gain experience on production lines. Commercialization of 1227 is now inhibited by two factors: one concerns necessary toxicological studies to obtain Medical Department clearance, the other revolves about adequate facilities for manufacture of the product. We hesitate to start broad market introduction since one or two successes could signal an immediate .500-1.0 $\overline{M}$ lbs./yr. demand. The shortest elapsed time for large scale production appears to be at Sylvan and Manufacturing is projecting cost, timing and effect on 2XC-20 production using that option.

Phosgard LSV

Initial laboratory work by R&D is complete on this product. Central Purchasing is investigating possible custom manufacturers with capabilities for dry blending the ingredients. Results from outside cooperators are still positive, although it may be necessary for us to "create the need" by demonstrating the product's performance in a wide variety of applications.

HOE

| | |
|---|---|
| Shipments | 15,400 |
| Budget | 182,000 |

A 40 drum order from Ryco, reportedly signifies final stages of introduction of HOE based product to their customers. This is to be followed by tank car quantities within one month and building to a 3-4 $\overline{M}$ lbs./yr. requirement.

L. O. Raether

/jar

DSW 552617