MONSANTO

FROM (NAME & LOCATION): M.D. Card) Newport Beach, Ca.
A.L. Klemm)

DATE: June 28, 1977

SUBJECT: PLASTICIZER MONTHLY REPORT
JUNE - 1977

REFERENCE:

TO: R.U. DE SCHUTTER
ST. LOUIS

CC:
D.H. Bechtold - CHI
M.W. Farrar - SL
J.H. Gannon - SL
T.G. Iversen - SL
R.V. Johnson - SL
E.L. Kaiser - SL
N.W. Touchette - SL
K.A. Wells - NB
E.C. Wilde - AKR
J.S. Williams - WLM

I. SALES ($1000)

	June Sales	June Budget	% Budget
Direct	1,150	949	121%
Dual	198	182	109%
Service	70	167	42%

II. MARKET PLACE

There was nothing static about June. It was a great month, with outstanding sales of DOA and S160. DOA was 49% over budget and S160 was 33% over budget. Business activities is good, especially in housing construction.

Along with the excellent sales we had some serious inventory problems. We were continually running out of DOA to the extent that Borden called us for an explanation. We sent tank trucks from Everett and St. Louis at great cost to Monsanto to supplement tank cars. The DOA inventory now is significantly better than it was in May.

The other inventory problem is DMP. Here we lost an order (40,000 lbs @ $16,000) from NORAC to Eastman. Again, the inventory has been corrected.

A. Compounding & Calendering
Very steady month for these customers, with a slight decline in sales as compared to earlier months. Anticipate little gain here through the summer.

B. Extrusions, Adhesives, Coatings
These industries doing very well relating directly to the excellent housing market. Borden, Amsco, and Central Solvents are increasing their purchases because of the demand for adhesives and coatings. Along with this, Celanese, H.B. Fuller, and Roberts Consolidated are evaluating S160 to add a second source versus Benzoflex 9-88 or to enter new products into these markets.

Extruded weather strip and window spline are experiencing an increased demand.

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C. Plastisols
Continually getting inquiries from small companies wanting to go from buying to making plastisols. There is something to gain here as a lot of this business is now DOᵒ plastisols from the East.

The auto after market demand for floor mats is as good as seen through sales to Kraco, Plasticolor and Technibilt.

III. FORECAST

July will slow down some due to planned shutdowns and slowdowns at Borden, Bard Parker, Armstrong and B.F. Goodrich.

IV. DISTRIBUTORS

No significant activity.

V. CUSTOMER HIGHLIGHTS

A. Technibilt is considering going back to 992 blend rather than buying 711 and 4-4. This is a definite advantage for us.

B. Borden's biggest account for adhesive emulsions, Hamilton Materials, is building a plant in the Bay Area. This is a potential for an additional 500,000 lbs. of S160 by 1979.

C. BFG Adhesives, Los Angeles, purchased their first TT of 711 this year. Their business is really bad.

D. Mattel is now making dolls for Christmas. However, the 711 sales will not begin to match 1976 sales. Most of the plastisol flexible vinyl parts are now purchased extruded parts.

E. Maclin in showing definite interest in wire and cable formulations, as a result of Techner Apex purchase.

Mike,
Additive or shift of 500 m lbs from Borden to Hamilton Materials? John drew 7/6
Hamilton will continue to buy emulsions — this plant for growth — M.D.C.

M.D. Card

MDC:ALK/je

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