Monsanto

FROM (NAME—LOCATION—PHONE) T. H. Stark, Wilmington

DATE : August 20, 1980

SUBJECT : Visit to Thiokol, Trenton, N.J.
August 5, 1980

REFERENCE : Call Made With: J. H. Orem

cc: J. H. Orem, B3NB
J. H. Gannon, B3NB
~~N. W. Touchette, Galt (1730)~~
W. T. Vreeland, B3NC
C. F. Seger, AA2F

TO : MEMO TO FILE

Personnel Contacted: Mel Schulman, National Market Manager, Liquid Polysulfide
Tom Toomey, Director Marketing and Sales (Polysulfide Sealants)
Keith Caffey, Director of Sales
Tom Golder, General Manager

These are additional notes to J. H. Orem's report of 8-11-80.

Thiokol has two grades of polysulfide sealant: 805 High Modulus, and 800 Low Modulus.

They expect to start up production in April of 1981 at Moss Point, Mississippi.

They are setting up 6 regional offices in the U.S. and 2 in Canada. All sales will be direct to the I.G. manufacturers.

All technical work will be done at the Trenton location and is controlled by Mike Shear, Supervisor of R&D and Technical Services.

Thiokol's business is down by 35% in the U.S. in 1980, but expect to recover 10 to 12% of that loss in 1981.

Eventually Thiokol may manufacture the sealant in Canada for they do not have to pay duty on the liquid polysulfide LP-32 but do have to on the finished sealant. Currently Trimco has 60% of the Canadian market and PRC has the balance.

PRC is having problems with their finished product (using their polymer) in Belgium and Scandinavia. As John Orem indicated -- 50% of PRC's business is locked into LP-32 polymer and of that 25% is aerospace.

Tom Stark

THS/dgk

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