

FROM: (NAME & LOCATION) Cumming Paton - General Offices

DATE May 1, 1970

cc

SUBJECT POLYSULFIDE SEALANTS/
REPLACEMENT PRODUCTS

REFERENCE

TO : See Distribution List

I am attaching a salesman's guide to replacement products in polysulfide sealants for chlorinated biphenyls, i.e. Aroclor 1232, 1242, 1248, 1254, 1260, 1262, 1268 and 4465. The major products used in polysulfides are 1248, 1254, 1260 and 1262. We are not attempting to replace Aroclor 1221, 5442 or 5460. Indeed, Aroclor 5442 and 5460 figure in our replacement plans.

We are sending to our U. S. and Canadian managers copies of the guide for use by our distributors. Our managers may wish to keep a copy handy for use by the sales correspondents. Please note that our plans do not call for replacing the Aroclor 1200 series at this time in overseas areas with the exception of Canada and the United Kingdom.

Please make presentations to all polysulfide sealant accounts as soon as possible - preferably in May.

We are contacting Thiokol next week to get their help. Be alert to activities by chlorinated paraffin producers.

Copies of a customer hand-out are being printed on a top priority basis.

If we can get customers (ours and distributors) moving on evaluations of our suggestions in their specific formulations, everybody will be better off in the long run. Insurance is the best policy in the face of the current PCB situation.


Cumming Paton

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