Monsanto — CALL REPORT — ORGANIC DIVISION

DICTATE IN SEQUENCE:
1. HEADING INFORMATION
2. NAMES OF ADDRESSEES
3. NAMES OF CARBONEES
4. IMMEDIATE ACTION NEEDED
5. REPORT ON CALL

REPORT CAPTIONS:
1. OBJECTIVE
2. PERSONS CONTACTED
3. RESULTS
4. ACTION REQUIRED

CUSTOMER NAME		DATE OF CALL
Products Research & Chemical Corp.		2/6/70
CITY AND STATE	DATE RECEIVED	DATE TYPED
Gloucester City, New Jersey	2/9	2/10

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES

REGION	SERVICE CENTER	SALESMAN
SE	Wilmington	E. G. McCabe/sm

TO Cumming Paton - St. Louis CC R. E. Lamkin - LA

Contacted: Wayne McDonald - Buyer
Joe Giordano - Tech. Director
Tom Toomey - Chemist

Objectives:

(1) Discuss the shipping arrangement involving Malone Trucking with Wayne McDonald.
(2) Discuss S-711 oxo-alcohol plant announcement.
(3) Discuss Cumming Paton's January 14th Plastifacts, concerning Aroclor 1254 substitutes, with Giordano and Toomey.

Results:

(1) I told Wayne McDonald that Monsanto is necessarily interested in providing the best service possible to Products Research including shipment of products ordered by Products Research. However, I told him that when he specifies a carrier to be used, we should not be held responsible for any possible delays or mix ups in shipments. McDonald agrees that we should not be held responsible, and he suggested that an alternate shipper should be located in the Anniston area in the case that Malone is unable to carry his products at the agreed upon rate. He asked me to provide a brief list of suggested shippers in the Anniston area so he could do this.

(2) I discussed the S-711 announcement concerning the oxo-alcohol plant with Wayne McDonald, Joe Giordano and Tom Toomey. In discussing the announcement, I emphasized the possible side benefits that Products Research would receive from our construction at this Plasticizer complex, i.e., assured quality, assured source of supply, etc. All three of the people contacted were pleased with the announcement.

(3) I discussed Cumming Paton's January 14th Plastifacts, concerning possible substitutes for Aroclor 1254, because of the high volatility of Aroclor 1254. I recommended that Giordano look at Santicizer 148, 140 and 261 for possible use as a substitute for Aroclor 1254. Both Giordano and Toomey were very pleased to receive the information and felt that it will be very useful to them. Samples of S-148, 141 and 261 are being sent for Giordano and Toomey to review. Also, a sample of A-1268 is being sent.

Products Research is currently ordering Aroclor 5460 and Aroclor 5442 and they have these available. I also recommended that in order of preference, as suggested by the Plastifacts, they should first consider S-148 then S-261.

Attn: C. Paton:

Giordano once again expressed a keen interest in meeting with you during your next trip to the East Coast. Cumming, I strongly recommend that you visit Products Research with me,

5-331 (REV. 12/68)

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TOWOLDMON0053039

Monsanto

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Products Res.		
CITY AND STATE	DATE RECEIVED	DATE TYPED
Page - 2		

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

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REGION	SERVICE CENTER	SALESMAN

TO _____ CC _____

as I think it would be exceptionally worthwhite contact. Giordano has respect for the work Monsanto has done in the field of Polysulfides and Aroclors. However, he would like very much to be brought up to date in this area and your specialized expertise would be appreciated.

In the meantime, Giordano would like to have data on the electrical properties of our Plasticizers in Polysulfides. He would also like to have information concerning the extraction of Plasticizers from Polysulfides by Keresene and linseed oil.

Giordano is interested in finding a Plasticizer which is compatible with Polysulfides, has low volatility, and is resistant to extraction by Kerosene and linseed oil. Perhaps this can be discussed during your visit to Products Research.

General:

Products Research at their Gloucester City location, work primarily with Urethane and Polysulfides. They do work with sealants, adhesives, and coatings for the construction, aircraft and OE markets. They also provide products for the electrical industry in the form of potting compounds.

These potting compounds are used to seal and separate wires in couplings. Urethanes are used primarily in this application, but they also use Polysulfides. The Urethanes are used because of their slightly better heat stability and electrical properties. For the Urethane application, to Giordano's knowledge, minimal Plasticizers are currently used.

Future Action Required:

(1) Continue developing rapport with Joe Giordano and Tom Toomey.
(2) Follow up on work being done in the area of Aroclor 1254 substitutes.

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