DICTATION 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: W. R. GRACE CONSTRUCTION PRODUCTS DIVISION

CITY AND STATE: CAMBRIDGE, MASSACHUSETTS

DATE RECEIVED: 11/8/7

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

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

REGION: NORTHEAST

SERVICE CENTER: Everett

SALESMAN: J.H. Gannon/ims

TO: MR. W. S. CLARK
ST. LOUIS

CC: J. BEIGHTOL-NEW YORK
E. H. FORDING " "
W. MORLOCK-HOUSTON
L. BERLIK " CHICAGO
D. H. BECHTOLD "

CONTACTED: Emil Petrasek, R&D Section Head Polysulfite Caulks and Sealants - Tom Murray, Chemist

PURPOSE OF CALL:

Determine status of replacement of Aroclor 1254 in polysulfite caulks and sealants

RESULTS:

This customer still has enough inventory of A-1254 to last them until January or February, 1972. We have been working for the past year and a half to get them a Monsanto blend approved as a replacement for 1254. The chief blend under consideration was S-335 and this product was the front runner until three months ago. At that time, a plant trial was conducted in Chicago, Illinois resulting in viscosity problems using the S-335 which led to the suspicion that our product was not blended correctly. In the confusion that followed, Grace began to follow Thiokol's recommendations of Chlorinated Paraffin plasticizers as replacement for Aroclor 1254 and began to get some encouraging results with these competitive products. Grace now feels they have enough confidence in chlorinated paraffin to make them the choice for replacement of Aroclor 1254 in all their construction product plants in polysulfite caulks and sealants. Their biggest motivation is the wide price differential between S-335 (high 20's) and Chlorinated Paraffins in the 10¢ per pound range. Aroclor 5432 has been hastily recommended as a lower cost alternate to S-335 but according to both Murray and Petrasek, time is running out for them and they feel that they will probably be committed to Chlorinated Paraffins unless they run into some unexpected problems in compounding.

It looks like we will have lost 250,000 lbs. of Aroclor business to Chlorinated Paraffins at this account.

S-331 (REV. 12/68)

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