

~~WHT~~ *Poly sulfide*
C. Paton - General Offices

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THIOKOL - GERMANY/PLASTICIZERS

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The attached memo is due to Europe's desire to strengthen their position as a supplier of plasticizers to Thiokol's customers in Europe. Although we enjoy excellent rapport with Thiokol U. S., Europe is just beginning to get to know Thiokol U. K./Germany personnel. Laboratory work is carried out at both these overseas locations.

Recently we learned that we are about to lose 100 M pounds Aroclor 1248 business to Cereclor in Denmark, supposedly on a Thiokol - Germany recommendation. I have sent data I hope will lead to substitution of Santicizer 160, Aroclor 1254, or Santicizer 160/Aroclor blends.

In Europe, of course, our Santicizer 160/Aroclor position is not secure as it is in the U. S. I have suggested to Europe that development by them of Aroclor blends, particularly with Santicizer 261/Santicizer 278 and maybe Santicizer 160 could give them an edge over Bayer. I have stressed need for a close relationship with Thiokol.

Do you think we should encourage Ghent to do this type of work. I do but would like to see minimum duplication. Recently Thiokol U. S. asked for evaluations of Monsanto plasticizers and I sent a work request to Norm. Could this be transferred to Ghent and done in a reasonable length of time, say by mid-May.

Regarding Jim's questions, LP-32 is an accepted polymer. A 3-roll mill is desirable. I believe he should get Thiokol's recommendations on the data most useful to them.

What are your comments.

Cumming Paton

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