Alfred Bader fonds

Correspondence

Glutman, Ariel.

LOCATOR 5095.5

BOX 5





Dr. Alfred Bader

924 East Juneau, Suite 622 Milwaukee, Wisconsin 53202 Phone: 414/277-0730

Fax: 414/277-0709

A Chemist Helping Chemists

January 18, 1996

To:

Professor Arie L. Gutman

Department of Chemistry

Israel Institute of Technology

Fax:

972-4-343341

Dear Arie:

Knowing of your great ability to make substantial quantities of 2-Adamantanone, I am wondering whether you might be interested in making other Adamantanes.

A substantial company in Europe requires several tons of Adamantane-1-carboxylic acid and about 200 kilos of 1,3-Dimethyladamantane.

If it should be of interest, just let me know, and I will put you in touch with the customer. Needless to say, I am not looking for a commission either from you or from them, but would really enjoy being able to help.

With all good wishes, I remain,

Yours sincerely,

AB/cw

be: Michael Baronian





Dr. Alfred Bader

924 East Juneau, Suite 622 Milwaukee, Wisconsin 53202 Phone: 414/277-0730 Fax: 414/277-0709

A Chemist Helping Chemists

October 11, 1995

To:

Professor Arie L. Gutman

Department of Chemistry

Israel Institute of Technology

Fax:

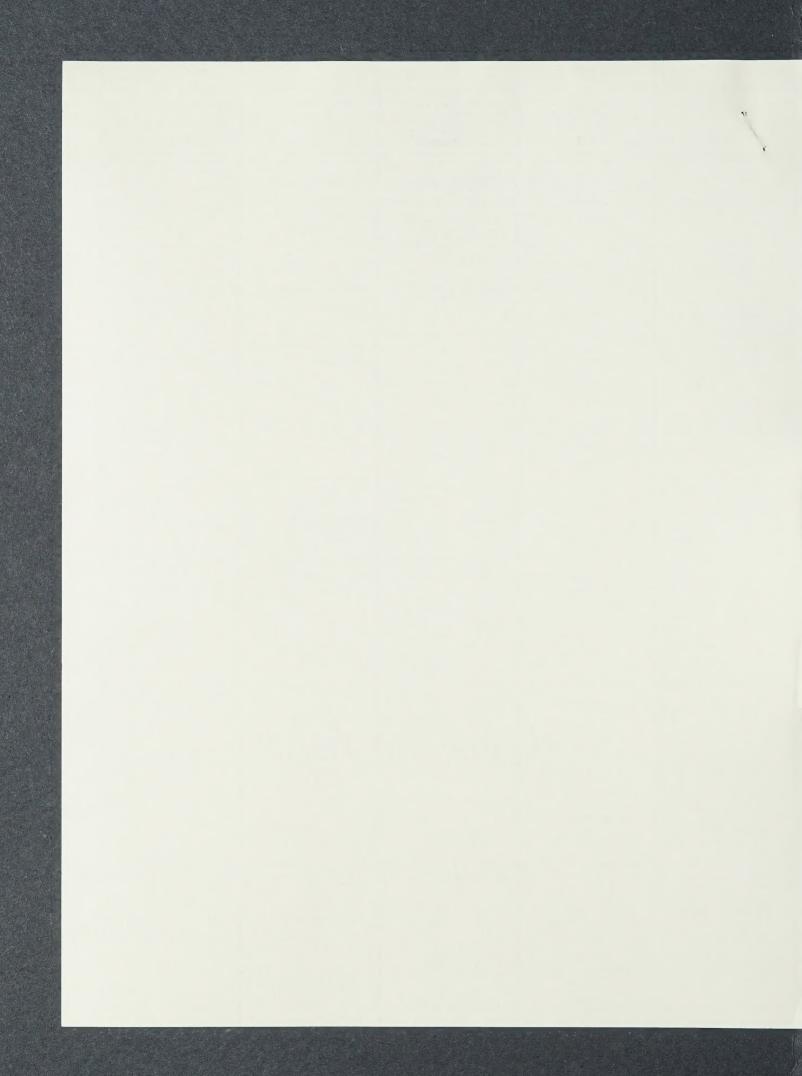
972-4-343341

Dear Arie:

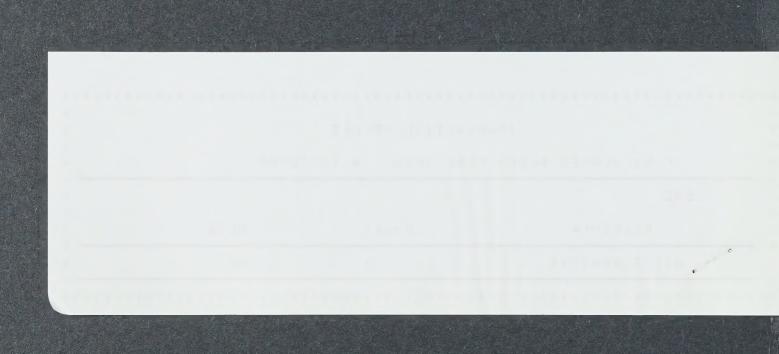
In response to your fax of yesterday, Aldrich purchases B8480-7, 1,4-Butanediol very inexpensively from DuPont and then makes 4-chloro-1-butanol from that in Milwaukee. Aldrich also makes #11,575-4 and 21,400-0 here in Milwaukee. You may end up having to make all of these yourself, but there would be no harm asking what Aldrich would charge for, say, 100 kilo lots of 27,882-3.

With all good wishes, I remain,

Yours sincerely,



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TRANSACTION REPORT					
FOR: ALFRED BADER		70709			
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TECHNION - ISRAEL INSTITUTE OF TECHNOLOGY

Department of Chemistry Technion City, Haifa 32 000, Israel

Professor Arie L. GUTMAN: Phone: (972-4) 293 880 - Fax: (972-4) 343 341 - Telex: 46406 TECON IL

Dr Aifred Bader 2961 North Shepard Avenue Milwaukee Wisconsin 53211

Fax: 00-1-414-2770709

12 October 1995

Dear Alfred.

Many thanks for your fax of yesterday.

As we need such large quantities of the 4-Aminobutyraldehyde diethyl acetal we will not be able to buy it from Aldrich Chemie and will have to make it ourselves. I am now looking to purchase its precursors: 4-chloro-1-butanol (Aldrich Cat. 27,882-3) and pedi; It Kilo I als 2,2,6,6-tetramethylpiperidine (Aldrich Cat. 11,575-4). The latter will be ____ Aea...L |C used to prepare the TEMPO free radical catalyst (Aldrich Cat. 21,400-0). Perhaps you could tell me where Aldrich purchases these compounds or who may be able to produce them in hundreds of kg at a reasonable price.

Many thanks in advance for your help

Yours sincerely

Arie I Gutman

ANL

Direct Fax No: +972-4-343341

1,4- Butanedial
38480-7



Dr. Alfred Bader

924 East Juneau, Suite 622 Milwaukee, Wisconsin 53202 Phone: 414/277-0730 Fax: 414/277-0709

A Chemist Helping Chemists

October 11, 1995

To: Professor Arie L. Gutman

Department of Chemistry

Israel Institute of Technology

Fax: 972-4-343341

Dear Arie:

In response to your fax regarding Aldrich catalog #A4,415-0, 4-Aminobutyraldehyde diethyl acetal, this used to commercially available in Germany but no longer is. Hence, Aldrich Chemie in Germany has decided to manufacture it there and has quoted to a number of companies in 10 to 50 kilo lots. I don't know of any other source.

Best wishes, as always



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FECUNION - ISRAEL INSTITUTE OF TECHNOLOGY

Department of Chemistry

Dehmon City, Haifa 32 000, Israel

Professor Azie L GC | MAN. Phone. (972 4) 293 880 - Fax (972 4) 343 341 Telex 46406 TFC (1) -

To be in which the

irst of air please accept my best wishes for a Healthy and Happy New

wonder it you could help me to find a good source for hundreds of kalograms of 4-Aminoputyraldehyde diethyl acetal (Aldrich Cat. A4 41). A rhaps you could tell me where Aldrich purchases it or who may be approduce it in such quantities at a reasonable price.

Many thanks in advance for your help

Direct Fax No: +972-4-343341





TECHNION - ISRAEL INSTITUTE OF TECHNOLOGY

Department of Chemistry Technion City, Haifa 32 000, Israel

Professor Arie L. GUTMAN: Phone: (972-4) 293 880 - Fax: (972-4) 343 341 - Telex: 46406 TECON IL

Dr. Alfred Bader 2961 North Shepard Avenue Milwaukee Wisconsin 53211 Fax: 00-1-414-2770709

15 October 1995

Dear Alfred.

Many thanks for your quick response.

Just one more question please. Do you know of a commercial source for 4-chlorobutyl acetate, #C2,920-7 ???

Again, many thanks for your help.

Yours sincerely,

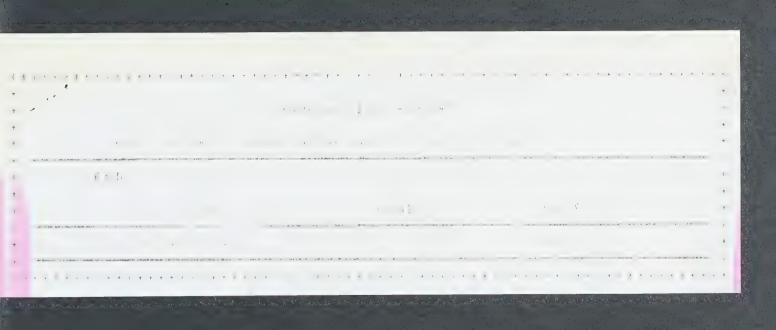
Arie L. Gutman

Direct Fax No: +972-4-343341

Aldrich mades, but oney on a purall peale.

Best wisher









TECHNION - ISRAEL INSTITUTE OF TECHNOLOGY

Department of Chemistry

Technion City, Haifa 32 000, Israel

Professor Arie L. GUTMAN: Phone: (972-4) 293 880 - Fax: (972-4) 343 341 - Telex: 46406 TECON IL

Dr. Alfred Bader 2961 North Shepard Avenue Milwaukee Wisconsin 53211

Fax: 00-1-414-962-8322

14 August 1995

Dear Alfred.

Many thanks for your kind letter of August 1 and for sending me your photograph. It will be enlarged to portrait size and will hang over my desk in my office in FineTech's first building to be completed sometime in December 1995. The beautiful photograph of Isabel and yourself was framed and is on the desk in my Technion office. These two photographs and the beautiful painting of the young lady are the most treasured memories from my trip to England. However, by far the most valuable treasure is your BOOK. Its reading brought me much pleasure, excitment-one reads it like a thriller, and most importantly - it taught me a great many things. I only wish that you had written it earlier, as some of the things you write there (in particular the early stages of Aldrich) would have helped me to avoid making some of the mistakes that I have made with FineTech.

As you know, I firmly believe that Marvin Klitsner should be honoured for all the good and devoted work he has done for Israel. I will do all I can to bring to him being given an honorary doctorate by the Technion. Of course I cannot be sure to succeed in this and in any case this would take time, but I promise to do ALL I can for this purpose.

With all the good wishes to you and Isabel.

Yours sincerely,

Arie L. Gutman

ACIE

Direct Fax No: +972-4-343341

P.S. Regarding the Scottish landscape, *The queen's View*, I would prefer my wife to see it before I buy it. So if it will still be unsold by next summer (when we next plan to be in England together), I would ask you to invite us both to Bexhill so that she could also see it.



LECHNION - ISRAEL INSTITUTE OF TECHNOLOGY

Department of Chemistry

Technion City, Haifa 32 000, Israel

Professor Arie L. GUTMAN: Phone: (972-4) 293 880 - Fax: (972-4) 343 341 - Telex: 46406 TECON H

Dr. Altred Bader 2961 North Shepard Avenue Milwaukee Wisconsin 53211

Fax: 00-1-414-962-8322

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With all the good wishes to you and Isabel.

Yours sincerely.

Direct Fax No: +972-4-343341

P.S. Regarding the Scottish landscape. The queen's View, I would prefer my wife to see it before I buy it. So if it will still be unsold by next summer twiten we next plan to be in England together). I would ask you to invite us potri to Bexnill so that she could also see it



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DR. ALFRED R. BADER

Suite 622

924 East Juneau Avenue Milwaukee, Wisconsin 53202 Telephone 414-277-0730 Fax No. 414-277-0709

June 5, 1995

To: Professor Arie L. Gutman

Department of Chemistry

Israel Institute of Technology

Fax: 972-4-343341

Dear Arie:

Wednesday, July 26th would be fine, though I wouldn't have quite as much time as I would have on Tuesday.

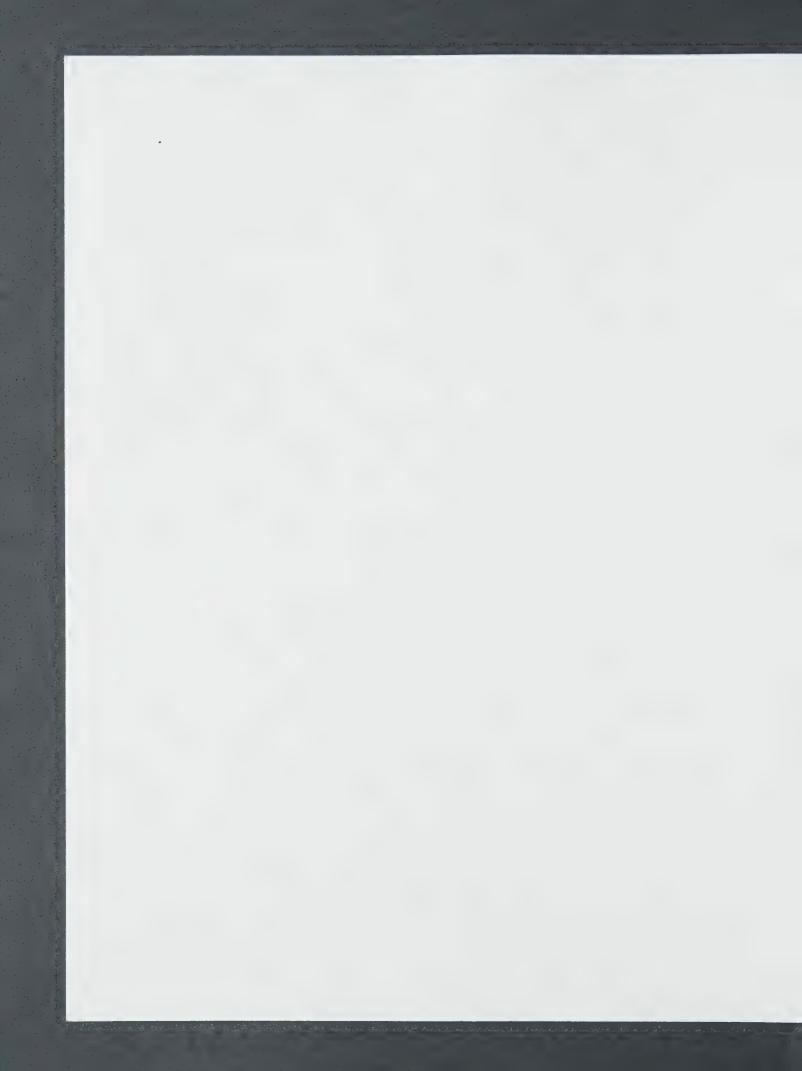
If you leave Victoria Station at either around 7:40 a.m or 8:40 a.m., you would arrive in Bexhill about 2 hours later, and I would pick you up at the Bexhill Station. We could then have lunch together and chat until about 3:00, when I have to go to view an auction in Battle, which is not far from Bexhill.

There are direct hourly trains from Battle to Charring Cross in London, and that journey takes only an hour and a half. If you purchase a return ticket, what is called a cheap day return from London to Bexhill, you can use that return ticket to travel from Battle to Charring Cross Station, near Trafalgar Square, even though you will have started your journey from Victoria.

Of course, please do let me know which train you will catch so that I can pick you up at the station.

Much looking forward to seeing you, I remain,

Yours sincerely,





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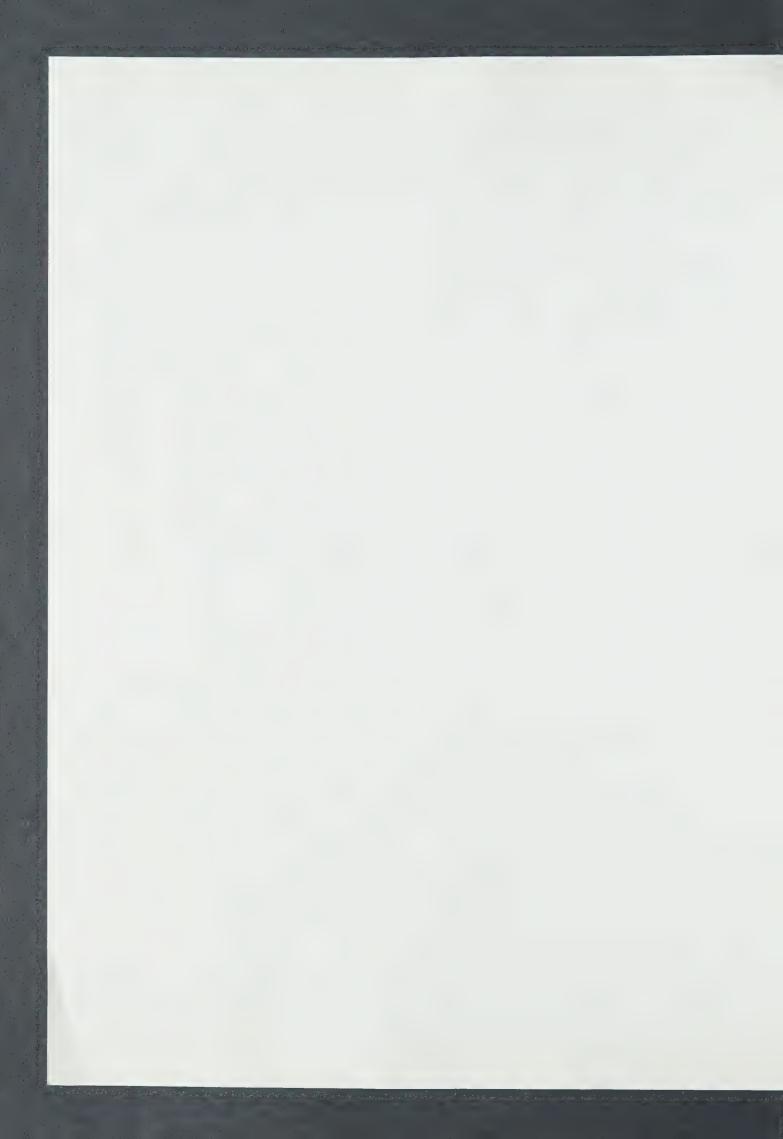
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DR. ALFRED R. BADER

Suite 622 924 East Juneau Avenue Milwaukee, Wisconsin 53202 Telephone 414-277-0730 Fax No. 414-277-0709

May 3, 1995

To:

Professor Arie L. Gutman

Fax:

972-4-343341

Dear Arie:

Thank you for your fax of may 1st. My being at the Sigma-aldrich annual meeting in St. Louis yesterday has delayed my replying.

Your visit on Tuesday, July 25th, would be fine. There are trains to Behill from Victoria Station every hour leaving sometime between 45 and 52 minutes after the hour. On that train, you should take one of the last four coaches.

Our address in Bexhill is 52 Wickham Avenue, Bexhill-on Sea, East Sussex, TN39 3ER, and our phone number is (01424) 222223. Let me know which train you will be catching, and I will meet you at the station.

With all good wishes, I remain,

Yours sincerely,



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Dr. Alfred Bader 2961 North Shepard Avenue Milwaukee, Wisconsin 53211

7AX 414 962 8322

May 5, 1995

To: Professor Arie L. Gutman

Department of Chemistry Israel Institute of Technology

Fax: 972-4-343341

Dear Arie:

Can you think of anyone in Israel who could supply tonnage lots of 2-6-diisopropylphenol at a reasonable price?

To give you the background, this used to be offered by the Ethyl Corp. and now by its spin-off, Albemarle, originally at \$5/pound. Undoubtedly, Ethyl has a direct alkylation process.

Now, however, that 2-6-di-isopropylphenol has become an important pharmaceutical starting material, Albemarle is asking \$100/kilo.

Chemically, it could undoubtedly be made from 4-bromophenol, going via 4-bromo-2-6-di-isopropylphenol and removing the bromine.

You know Israeli industry so well; can you think of a possible supplier?

Best regards, as always,



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TECHNION - ISRAEL INSTITUTE OF TECHNOLOGY

Department of Chemistry Technion City, Haifa 32 000, Israel

Professor Arie L. GUTMAN: Phone: (972-4) 293 880 - Fax: (972-4) 343 341 - Telex: 46406 TECON IL

Dr. Alfred Bader 2961 North Shepard Avenue Milwaukee Wisconsin 53211

Fax: 00-1-414-962-8322

13 April 1995

Dear Alfred,

It has been a long time since I last wrote to you and I apologise for this long silence. Things at the Technion and in FineTech are very hectic, but everything is going well. I assume that you know about the development of FineTech from Marvin, and that you are pleased to hear that this little lab operation, which was created with your invaluable help 5 years ago, is now turning into a prosperous company. 10 families of Russian immigrants are making a good living out of it and I expect that within a year this number will double, as we are beginning to receive some really attractive orders from pharmaceutical companies.

I hope that you will visit us sometime soon and have a chance to see for yourself the people and the operation. David visited us in Haifa several weeks ago and said that you may be coming sometime during this year. Any chance for this?

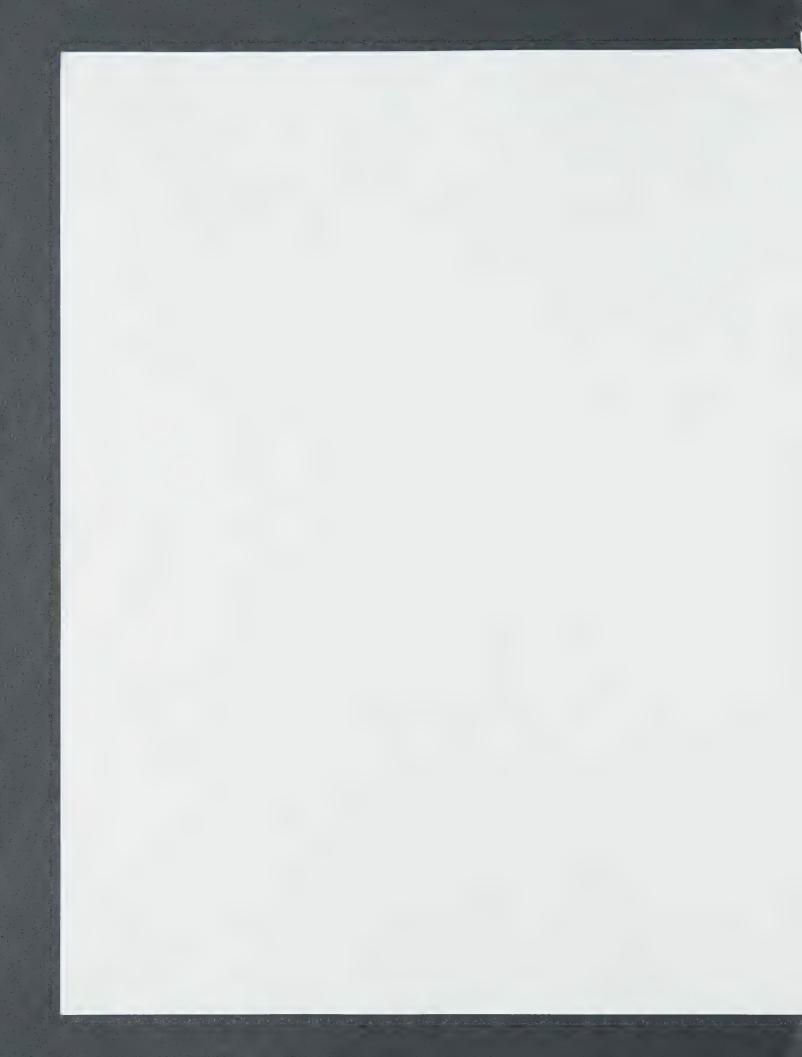
I was invited to present a lecture on "Enzymatic Synthesis of Chiral Compounds" at the Chiral USA Symposium in Boston during May 15-16 (please find enclosed the Symposium programme). If you are in the country during that week I would very much appreciate the opportunity to meet with you. Please let me know your plans. Will you be in England in July-August? If so, perhaps we can meet there.

With best wishes and regards to Isabel also from Jane.

HAVE A GOOD PASSOVER!!!

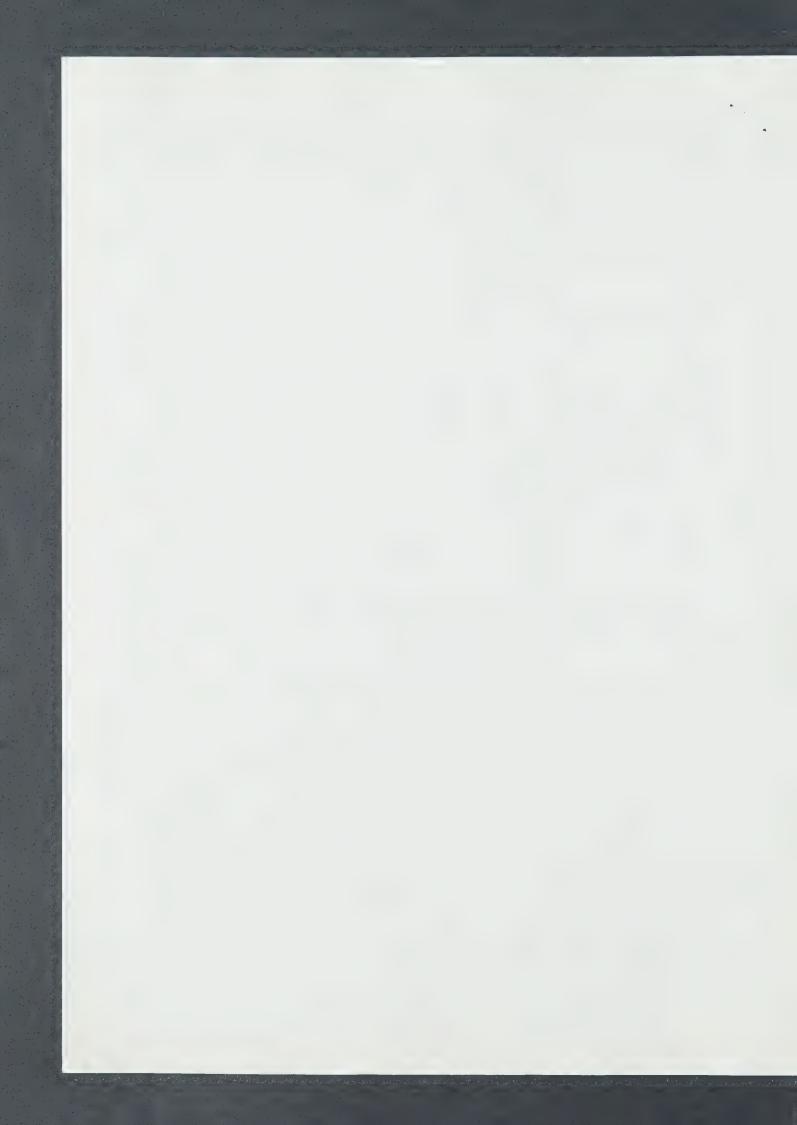
With best regards,

Direct Fax No: +972-4-343341

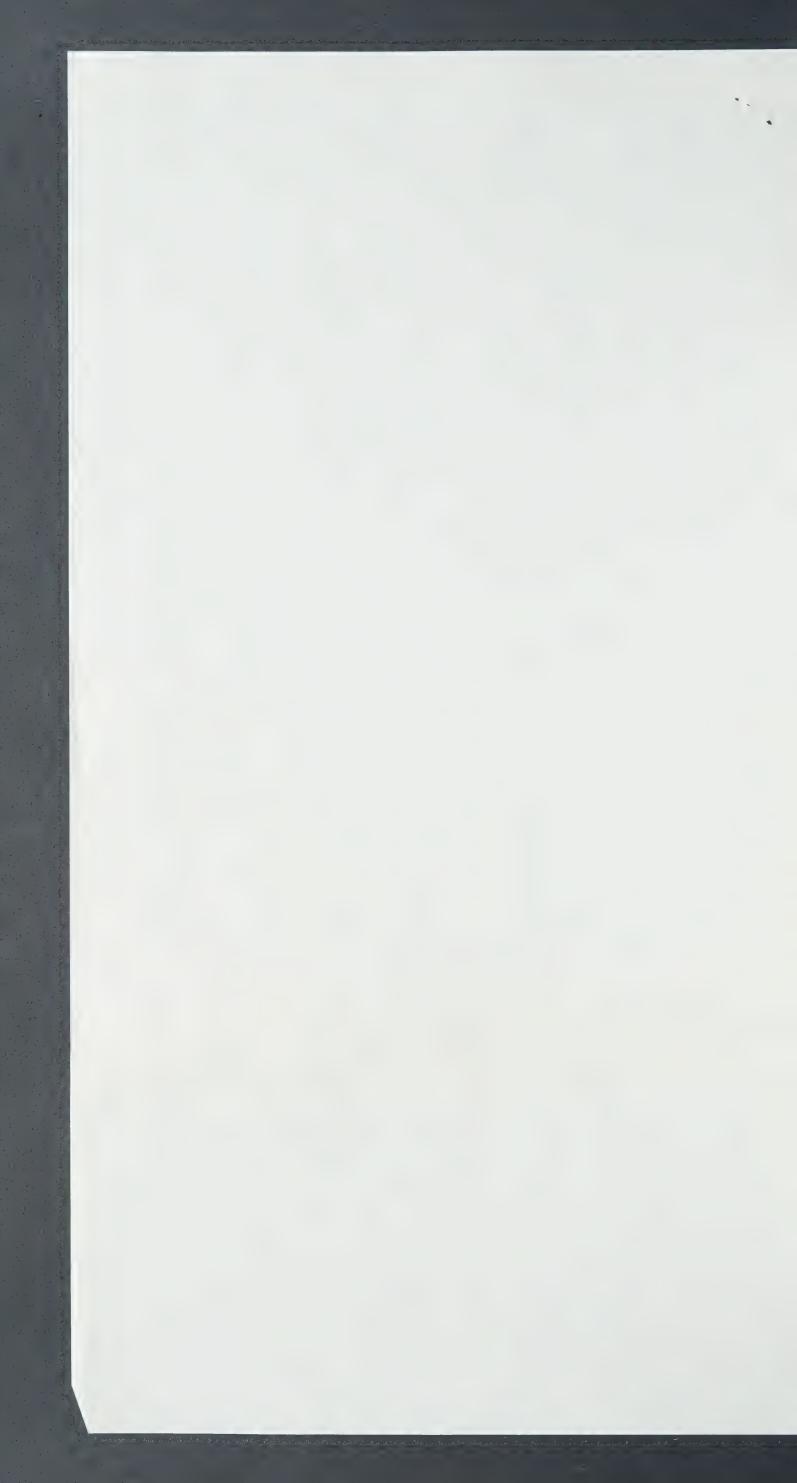


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FAX FROM

DR. ALFRED R. BADER
Suite 622
924 East Juneau Avenue
Milwaukee, Wisconsin 53202
Telephone 414-277-0730
Fax No. 414-277-0709

April 13, 1995

To:

Professor Arie L. Gutman

Department of Chemistry

Israel Institute of Technology

Fax:

972-4-343341

Dear Arie:

Thank you for your fax of today.

Isabel will be receiving an honorary doctorate in Toronto on May 18th, and so we plan to be there that week and later in May again in Canada for the CIC in Guelph.

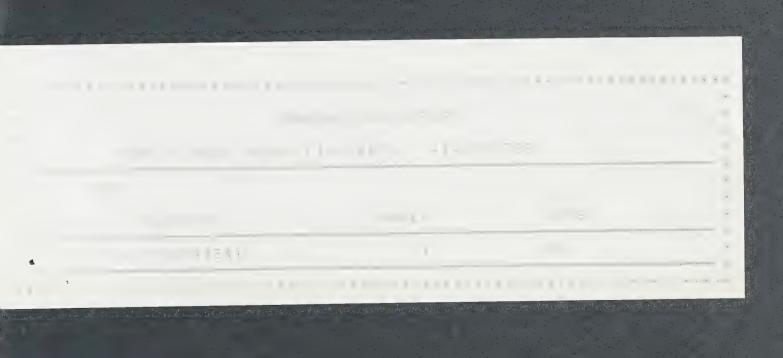
Of course, we would love to see you, but perhaps that would be easier in England where we plan to be most of July, leaving our home in Bexhill on Friday, July 28th.

With all good wishes for a Happy Passover, I remain,

Yours sincerely,

AB/cw











FAX TRANSMITTAL SHEET

FROM: DR. ALFRED BADER

2961 North Shepard Ave. Milwaukee, Wisconsin 53211

PHONE: (414) 962-5169

FAX: (414) 962-8322

TO: Dr. Arie Gutman DATE. February 5, 19

Department of Chemistry

The Technion 9724 221 581 Home: 9724 257 155

Dear Arie:

I do not like to fax to your home because you do not have a dedicated number for the fax and have to pick up your telephone. Hence, I am faxing to The Technion.

In every case, I have written in whether Aldrich makes or buys the compounds, and where I have starred (*) the compounds, beginning with 21135-4, you should quote if you can really deliver.

The most important of these compounds is 13653-0, 2,3-diaminonaphthalene, and I hope you can reduce the price somewhat for larger quantities. 23744-2 and 23745-0 are also important.

Marvin had an operation here and all went well and he is flying back to Israel on Wednesday. I will give him a copy just in case some of the fax is not readable.

I am sorry this took a couple of days longer, but the analysis does take a lot of time.

Best wishes,

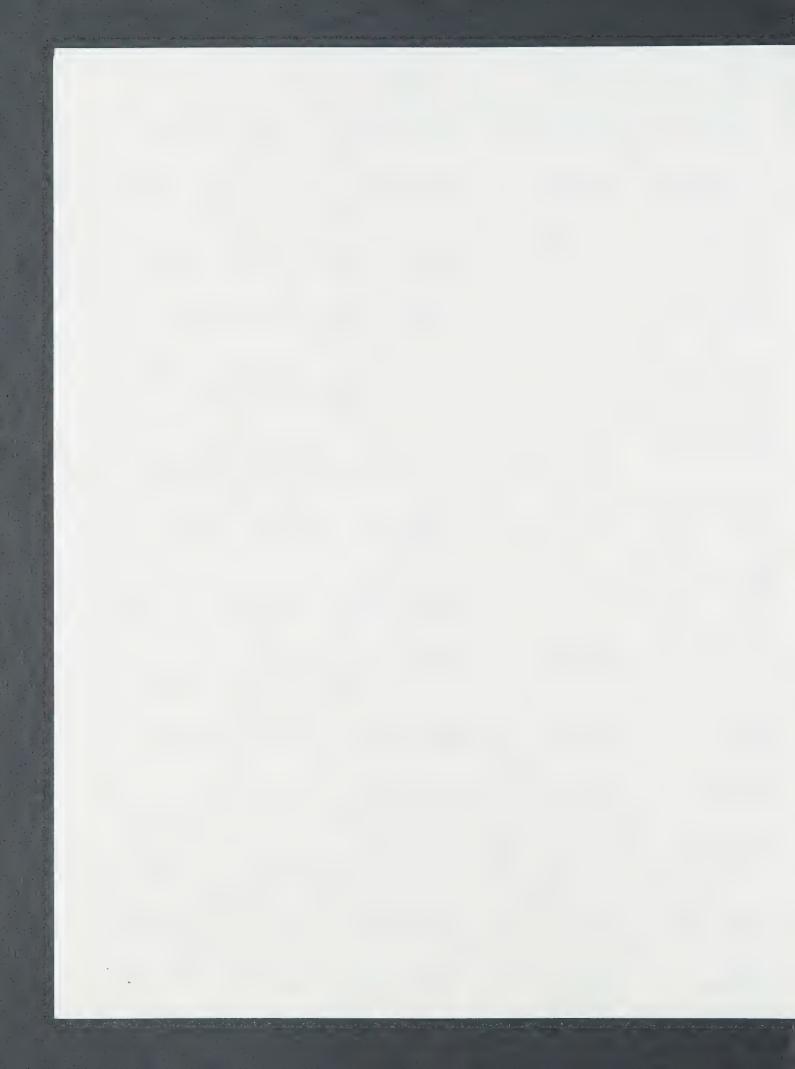
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22,056-6	P1375	1,400\$/250g_	Aldrich makes; you are TE
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28,269-3	P1435	2,100\$/1kg_	1) 10 10 10 10 10 10 10 10 10 10 10 10 10
27,990-0	P1455	2,100\$/250g	Fluba makes, Jone Brice
18,651-1	P1477	2,100\$/1 kg	Alarich makes, TE
29,887-5	71484	1,400\$/250g	Ligua mabas
30,974-5	T1485	1,750\$/500g	benglie, grice ox, good pelley
21,135-4	T1489 *	1,750\$/509	hongue, price of
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18,070-8	V1499	1,400\$/1kg	Aldride makes, price good,
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23,761-2	B1155 X	
30,034-9	B1162	3,500\$/500g_ Alaile burg, TE
29,643-0	201165	500\$/500 g. Alarich makes, TE
26,800-4	\$1166 ×	1,7505/kg Aldich burg, price ok poor pelen, quote anyong
35,906-8	8/167	1,200\$/18 Jensa makes, TE
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21,925-8	D1202	1,400\$/180 Aldrich makes, Brice peles borderline, important peles quote anyway 1,400\$/100g Digma Junchass, TE
22,629-7		1,400\$/500g Fente mahs, TE



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23,765-5	I/205	
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34,621-7	M1227	2,400\$/1kg Aldrich makes, TE
32,314-4	M1229	× 2,400\$/1kg Ala. In make, grice bordentine quale anyway
23,744-2	1/1253	* 1,400\$/500g Aldich burg, grice fine * 1,400\$/500g " " " " " " " " " " " " " " " " " "
23,745-0	N1254	* 1,400\$/500g " " " " " " " " " " " " " " " " " "
22,044-2	N1278	1400\$ /1000 Aland makes, TE
22,595-75	N1279	1,400\$/100g ""
19595-12	P1339	1,400\$/1kg Alandu maken TE
23,742-6	P1342	* 2,450\$/500g Aland mg. Pice fine
23,743-4	P1343	1,750\$/500g Alarie man, TE
11,554-1	P1358	400\$/1kg ARa & burg, TE
11,556-8	P1359	500\$/1kg " " TE
22,057-4	P1374	1400\$/250g " " TE



Aldrich Cat.No.	FineTech Cat-No	Price.
33,055-8	P2565 ×	1750\$/100g_): que buy, properes.
15,381-8	A 3122	1750\$/1kg Aldirch makes, TE
15,382-6	A3129 *	1,200\$/1kg Aldrich maker, quote augusty
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12,305-6	A 3150	1,400\$/500g Alard makes, TE
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\$3,880-Y	\$3220	1,400\$/1kg Acdide makes, grice oil
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32,310-	M3255	* 1,750\$/1kg Aldrich Sup, price god
	7,3-1/10	ude also on 5-10 kg.



FAX TRANSMITTAL SHEET

FROM:

DR. ALFRED BADER

2961 North Shepard Ave. Milwaukee, Wisconsin 53211

PHONE:

(414) 962-5169

FAX:

(414) 962-8322

TO:

Dr. Arie Gutman

Department of Chemistry

972 4 221 581

257 153

DATE: February 3, 1993

Dear Arie:

Re: 29581-7 and 29582-5

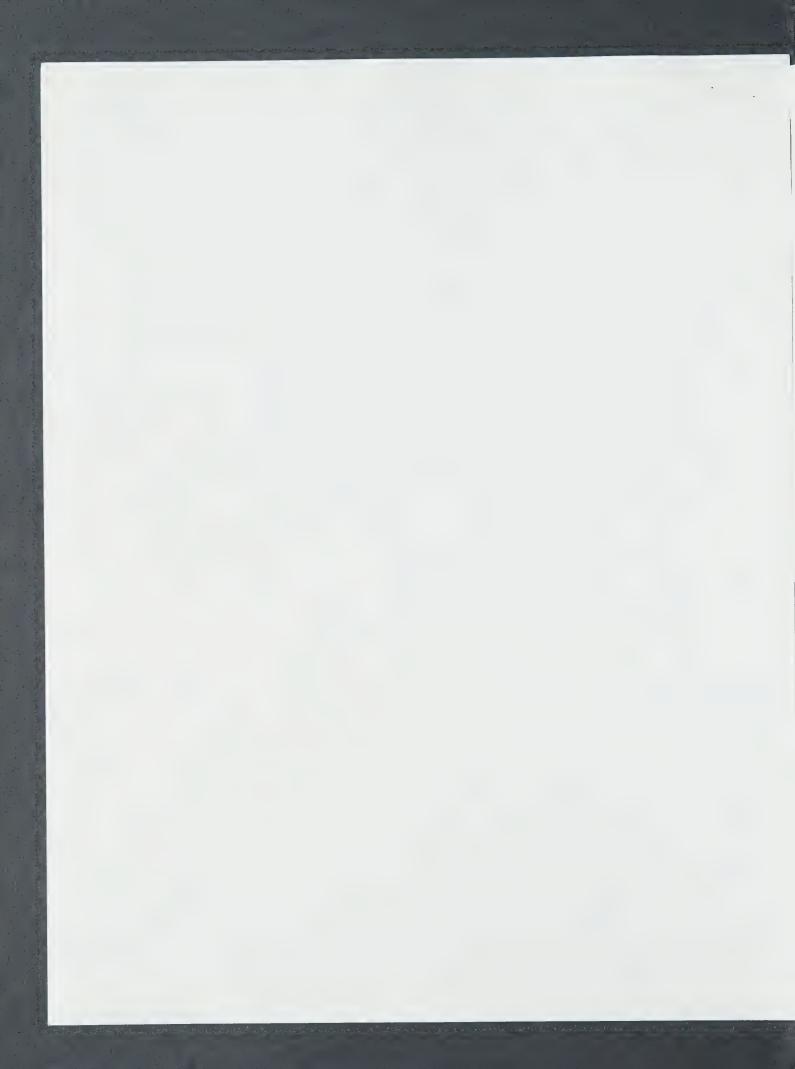
Aldrich used to buy from Roche at about \$10/g, no longer can. Strem has supplied some at a very high price and an <u>unreliable</u> Japanese suppler has offered at \$10/g, also.

Thus, I think that if you offered 200-500 g at somewhere around \$15/g, you would get order. Quote to Pat Trainor.

I'll fax about other compounds, to - worraw

Best wishes,

(inja



FAX TRANSMITTAL SHEET

FROM: DR. ALFRED BADER

2961 North Shepard Ave. Milwaukee, Wisconsin 53211

PHONE: (414) 962-5169

FAX: (414) 962-8322

TO: TO: Ar Queman

FAX: 972 4 343 341

Dear Ari Just effore to De Runguist about benggigene. Yer, key are bruging Netone Jam you and pend it to India

Ble 151-0 Tetrame bengidine di Hee Bok Aldrich & Jewha have made flis. Jenkar is betwe han Alardis. Jenka Dugglied to Aldrich at \$1800/12. Palago Jenha has environmental problems;

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med to be able to buy tech. 90%. (I belied.

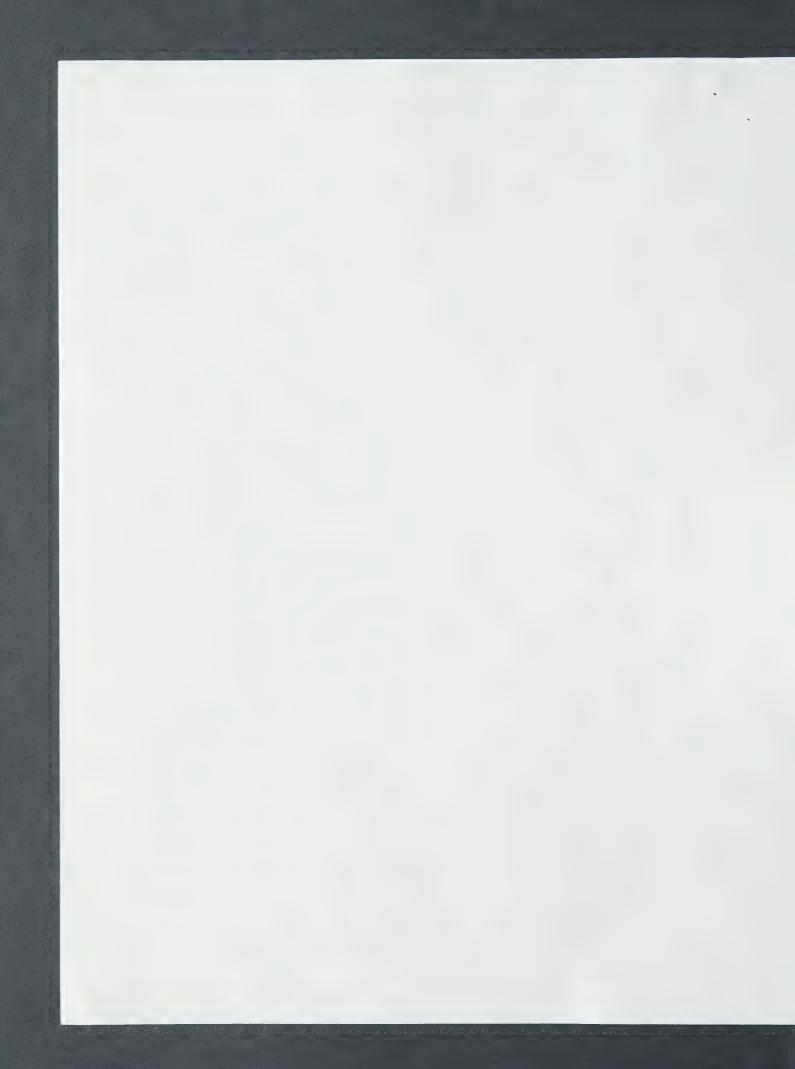
from Bayer) at \$50/4g. No larger available.

Augget you quote based on your cotts.

Beil willes Ogyina

May 9 93

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Dr. Alfred Bader 2961 North Shepard Avenue Milwaukee, Wisconsin 53211

April 27, 1993

Dr. Arie L. Gutman Department of Chemistry The Technion Technion City 32000 Israel

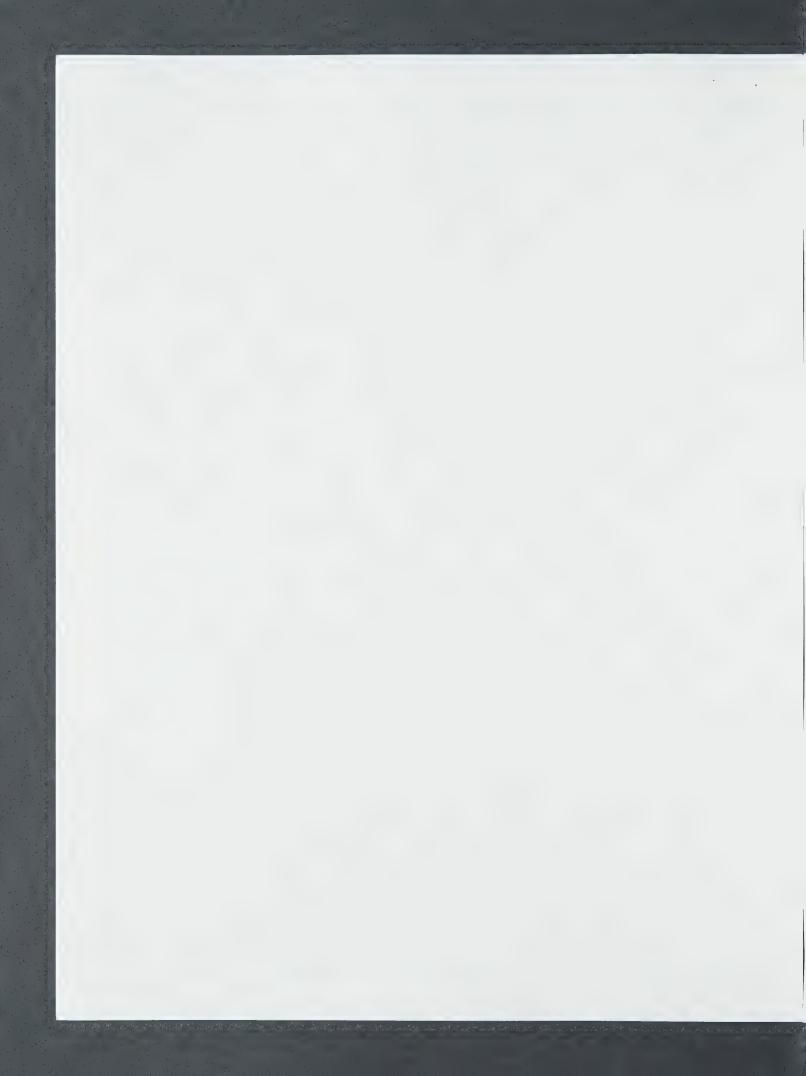
Dear Arie:

Last week Dr. and Mrs. Runquist had dinner with us, and I discussed your company with them. They are well satisfied and are really trying to give you more business; however, they just can't order 20 kilos of benzpyrene for \$200,000, because they have been offered satisfactory material from India at \$10,000 per kilo, with no requirement to buy more than a kilo.

Last month I spent an evening with an old friend, Max Gergel, who used to own a fine chemical company, Columbia Organic. Max is about 70, consults for a few companies, including some Israeli companies, and is one of the best salesmen I know. In part, that is because he has so many good friends around the country.

If you could get him to sell your products, I would recommend that you pay him a modest commission on everything he sells for you.

Best regards,



Technion - Israel Institute of Technology Department of Chemistry Technion City, Haifa 32 000, Israel



הטכניון – מכון טכנולוגי לישראל הפקולטת לכימית קרית הטכניון, חיפה 32 000

Dr. Alfred Bader 2961 North Shepard Ave Milwaukee Wisconsin 53211, U.S.A. Fax: 00-1-414-9628322

7 February 1993

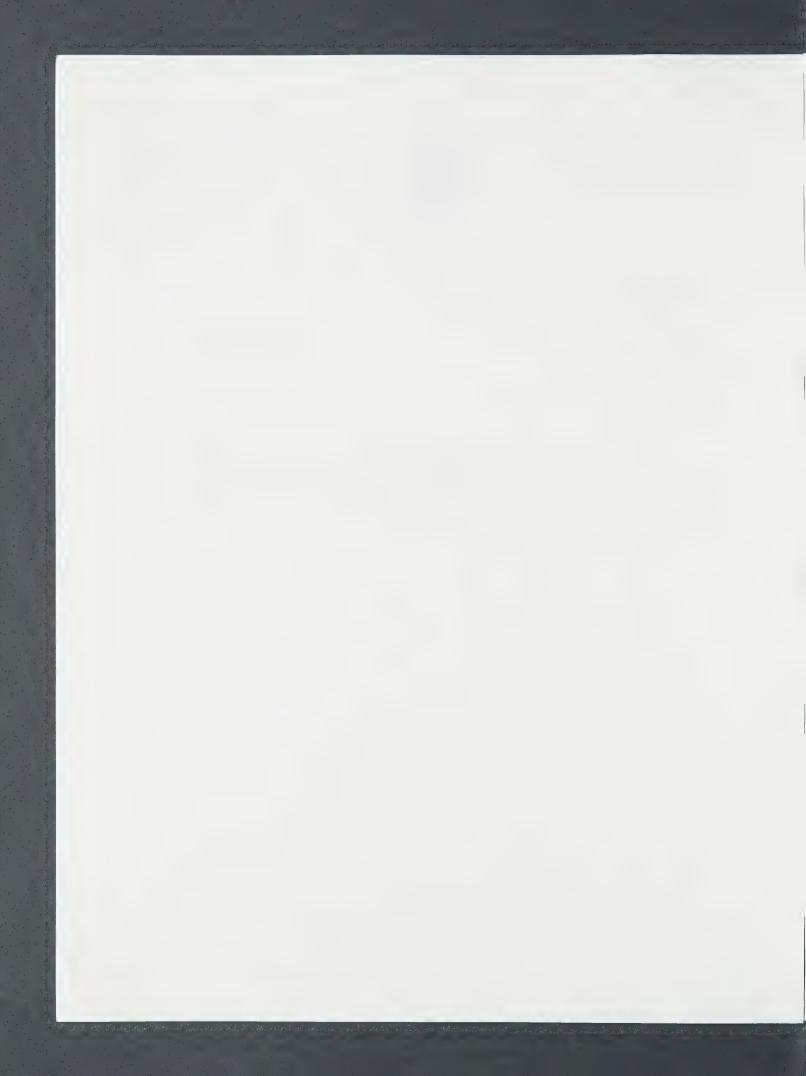
Dear Alfred,

Thank you very much for your very useful faxes and for your continued help to us. Now that you have our catalogue and are familiar with the kind of chemistry we can do, perhaps you can also suggest some other chemicals we should make and who we should offer them to.

With warmest regards.

Yours,

/ / Arie L. Gutman



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Johnson-Johnson

NEW BRUNSWICK, N. J.



January 15, 1993

Mr. Paul Geuens

Alfred spoke very highly about the ability of the chemists at FineTech and suggested that I forward you a copy of their product price list, in case you might not know them.

Obviously, the list of compounds that FineTech sold to Aldrich last year (referred to in the second sentence of their letter) is not included for reasons of confidentiality.

I hope some of these compounds might prove to be useful for Janssen Chimica.

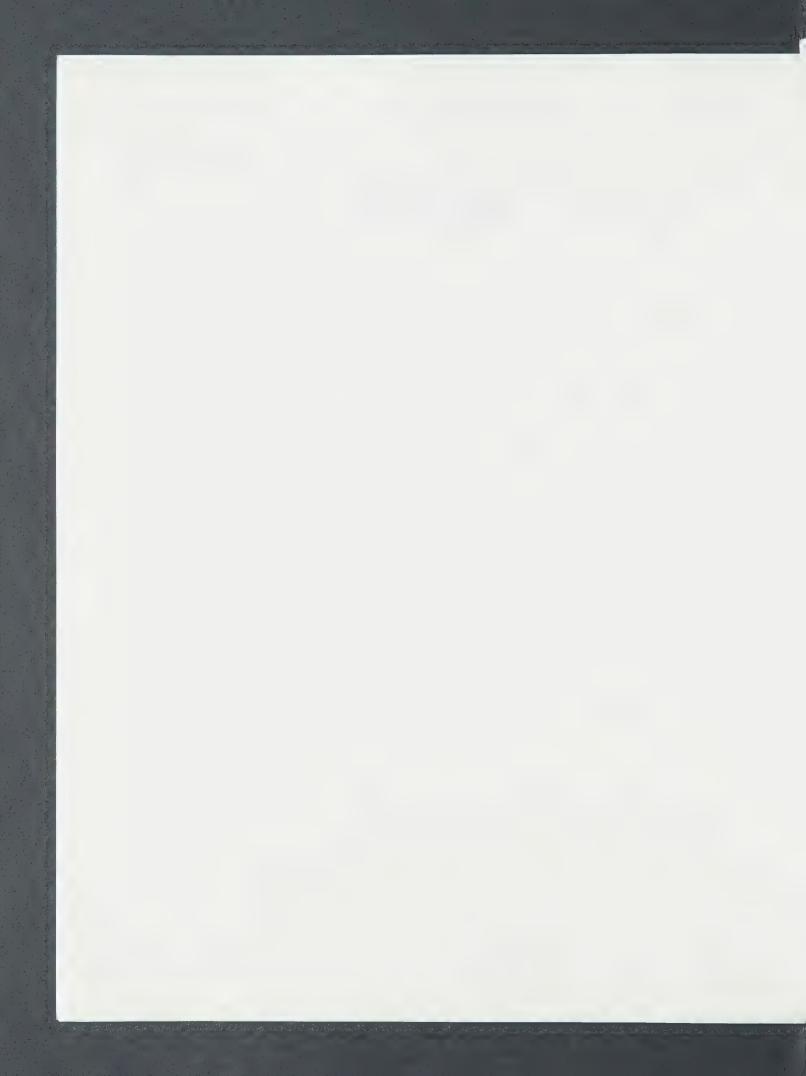
With best regards.

Bert Van Deun

S

enclosure

cc: Dr. A. Bader
Mr. M. Baronian



Dr. Alfred Bader 2961 North Shepard Avenue Milwaukce, Wisconsin 53211

September 13, 1993

Dr. Arie L. Gutman FineTech Ltd. Technion City P.O. Box 03557 Haifa 31032, Israel

Dear Arie:

Thank you so much for sending me your 1993 catalogs and the brochure entitled "Formulae of Success."

The catalogs look very nice; the brochure is rather worrisome because the fellow working with the Buchi doesn't wear safety glasses!

Recently I talked at some length both to Al Runquist and Pat Trainor, and they are reasonably well satisfied with you, but rather concerned, they told me, on several occasions when you accepted purchase orders only to cancel them later. You must understand what difficulties such cancellations cause.

All good wishes.

Sincerely,





FineTech, Ltd.

Quality Fine Chemicals Technion City, P.O.BoX 03557 Haifa 31032, Israel Tel. 972-4-293880 Fax. 972-4-343341

Dr. Alfred Bades

20 July 1993

Dear Alfred

I hope that you had a good time in Europe and safely returned

house.

Please find enclosed several

copies of our newly printed

brochure and catalogue.

I have already sent this to

Aldrich, Fluka Signa and to

May Essael lottering him 5%

Max Gesgel loffering him 5% commission on any sales that he will generate for us).

I would much appreciate if your could pass them on to anyone you wish think appropriate

Please let me know if I should send you more copies.

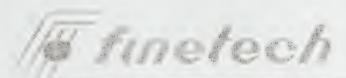
Thank you very much for all your help. Best regards,

Arie









hiana 310 C. Hall



Cat. No.	Cat. No		Price	
22,056-6	P1375		1,400\$/250g	Aldrich makes; you are TE
19,035-7	P1433		1,400\$/1kg	A A A A A A A A A A A A A A A A A A A
28,269-3	P1435		2,100\$/1kg	THE ME THE ME AT
27,990-0	P1455		2,100\$/250g	Theba makes, your price
18,651-1	P1477		2,100\$/1kg	Alaxirle makes, TE
29,887-5	T1484		1,400\$/250g	Ligua makes
30,974-5	T1485		1,750\$/5009	bought, grice OK, good pelley
21,135-4	T1489	*	1,750\$/50g	hongue, Pice O/C
21,134-6	T1490	*	1750\$/50g	11 16
18,070-8	V1499		1,400\$/1kg	Aldride makes, Brice good,
A750-7	A 2121		1,400\$/250g	baylor, good pelly
A5,540-3	A2135		1,750\$/500g	bought; give OK
A7,790-3	A2149	*	1,400\$/5004	Aldrich makes, quote anyong
B240-3			1,400\$/100g	Alarich maker, TE
18,061-0	\$2205			April makes, TE
36,151-8	H2226		2.100\$/250g.	Aldrich buy, price good
N2,295-9	N2401		1,400\$/1kg	11 11 11
27,564-6	P2408		600\$/1kg	makes, TE
25,735-4	P2438		1400\$/141	11 1 1 2



Cat. No	Tine veen	" I reten
Cat. No	· Cat. No	Price
19,217-1	A1088	400\$/500g Ald. ele mades, TE
A7,620-8	A 1083	400\$/500g Aldrich maker, TE 500\$/500g Aldrich maker, TE
23,761-2	B1155 X	2,600\$/500g Rand Sup, grin OK
30,034-9	B1162	3,500\$/500g_ Alaile burg, TE
29,643-0	\$1165	500\$/500 g. Aland makes, TE
26,500-4	\$1166 ×	1,7505/kg Aldich burg, price ok
35,906-8	21167	1,200\$/12 Jenha makes, TE
29,690-2	21187	1,400\$/500g Aldrich maker, gas pell as
29,691-0	8-1188 *	1,400\$/500 Aldrich makes, par jelles Torice agod, quote any way
36,401-0	\$1199 X	2,100\$/250g Alande Surgs, gri - OK
36,400-2	81200 X	2,00\$/250g " " OL
15,046-0		
21,925-8	D1202	1,400\$/1kg Aldrich maker, grice grote anguag 1,400\$/100g Diguaguchars, TE
22,629-7	<i>L</i>	1,400\$/500g Fentra maks, TE



marien	TIMETER	1 This cert
Cat. No.	Cat. No.	Price OK
29,836-0	41204	X 2,300\$/1kg Aldrich Fability
23,765-5	I/205	
37,231-5	M1218	* 2,400\$/250g Aldrich burg, I dont
37,232-3	M1220	+ 2,400\$/250q. "
34,821-7	M1227	2,400\$/1kg Aland makes, TE
32,314-4	M1229	× 2,400\$/1kg Ala. De maker, Brice bordentine quote any may
23,744-2	11:253	* 1,400\$/500g Aldich burg, grice fine * 1,400\$/500g " " " " " " " " " " " " " " " " " "
23,745-0	N1254	* 1,400\$/500g" " " " "
22,044-2	N1278	14000 (100 Alexander makes TE
22,595-75	N1279	1,400\$/1009
19,043-8	P1339	1,400\$/1kg Alande maken TE
23,742-6	P1342	* 2,450\$/500g ARa De mg. gice fine
23,743-4	P1343	1,750\$/500g Alaile who, TE
11,554-1	P1358	400\$/1kg Alane bug, TE
11,556-8	P1359	500\$/kg " " TE
22,057-4	P1374	1400\$/250g " " TE
24,0011	, , , ,	



Aldrich Cat. No.	FineTech Cat-No	Fine Tech Price	<u>.</u>
33,055-8	P2565 ×	1,750\$/100g	Diqua buys, Prima para
15,381-8	A 3122	1750\$/1 kg	Aldrich makes, TE
15,382-6	A3129 *	1,200\$/1kg	Aldrile makes, quote anyway
14,604-8		730\$/1kg	Aldrich burgs from you
12,305-6	A 3150	1,400\$/500	g. Alaril makes, TE
C10,900-2		1,750\$/100	An a letter,
13,653-0) 83213 A	+ 1,400\$/500	<u> </u>
#3,880-4	\$3220	1,400\$/14	g. Addide makes, grice OK
17,645-1	P3000	550\$/50	Og Aldrich Surg, TE
18,033-5	T3000	1400\$/56	209 Aldrich makes, TE
23.359-5	83241	600\$/1	Kg Alanch burgs, TE
32,310-	M3255	* 1,750\$/11	ty Aldrich Sup, Price good
	7,3-11:0	ale also on	5-10 Kg.



finelech







FAX TRANSMITTAL SHEET

FROM: DR. ALFRED BADER

2961 North Shepard Ave. Milwaukee, Wisconsin 53211

PHONE: (414) 962-5169

FAX: (414) 962-8322

TO: Dr. Arie Gutman
Chemistry Department
The Technion
Fax 9724 221 581

DATE: January 21, 1993

Dear Arie:

I am sorry that it has taken me so long to reply to your letter of December 9, 1992 and your handwritten price list, but Isabel and I were in England until the end of December and have been immensely busy ever since.

Marvin and I met with Dr. Al Runquist, the Manager of Purchasing at Aldrich, and earlier this week I also had a further long discussion with him.

At first he seemed quite positive about ordering 20 kilos of benzpyrene at \$10,000/kilo, but in my last conversation he hedged. He told me that he was not certain that he should invest so much money. Your price is good, but other companies are offering just a few kilos at only a somewhat higher price. He told me that he was very disappointed in your deliveries and that Aldrich had to cancel orders for two products ordered many months ago. Apparently you promised delivery which you then did not keep. Is that correct?

To turn now to your catalog, first a minor, but still important detail, because it reflects on your attention to detail. You should make certain that your nomenclature is correct. The only repeated mistakes you make are in hyphenation. For instance, D1165 is an ester and so there should not be a hyphen after dimethyl; similarly, with D1167, etc. On the other hand, B1122 should have a hyphen after naphthyl, etc.

The rule is very simple: if you can take a substituent, replace it by hydrogen and get the parent compound, then one word. Thus, take chlorobenzene, replace the chlorine by hydrogen and you get the parent compound, benzene. Hence, chlorobenzene is one word. On the other hand, take diethyl tartrate and replace the diethyl with hydrogen, then you get a meaningless word, tartrate. Hence, diethyl tartrate are two words.

First of all, I would like to help you by letting you know which of your compounds are reasonably priced and which are not. However, I just do not have the time to go through your entire catalog and find the Aldrich catalog numbers. Hence, please just send me a fax with the



Aldrich catalog numbers with your prices and I will let you know where I believe you are competitive and where I believe you are not.

Also, there must be quite a few compounds in your catalog which are not in the Aldrich catalog. Those you should list separately and send that list to Dr. Steven Branca.

Also, as soon as I have your compilation of Aldrich catalog numbers with your prices, I will pick out a few compounds, such as D3213, 2,3-diaminonaphthalene, which I know are of particular importance to Aldrich.

Also, once you have your catalog printed, or perhaps even before, you should send copies to the following people who might be interested in purchasing your products:

- 1. Steven Woodland at Lancaster Synthesis in England. They buy a lot, they are shaky financially. You must be careful how much credit, if any, you extend. I am sure that in their position they are used to demands for C.O.D. or prepayment.
- 2. Paul Geuens, the Manager of Janssen Chimica in Beerse, Belgium. They buy a lot, their credit is excellent and yet they pay slowly. Do NOT mention my name, please, as he is certainly not my friend.
- 3. Mr. Paul Berg of Spectrum Chemical Company, address in California.* He represents Janssen Chimica in the United States but will also buy directly, particularly from Israel.

All good wishes, also from Marvin,

uy-sa

c: M. Klitsner

011 972 4 221 58!

^{*}Spectrum Chemical Mfg. Corp. 14422 S. San Pedro St. Gardena, CA 90248



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ישכנית – פחון שכווכינו בשראל ישקולטה לכיפית קרות הטכניון, חיפה 32 000

De Affred Paule 2961 Norm Snepard Avo Milwaukore Wisconsin 53211, U.S.A. Fax: 00-1-414-9625-322

28 January 1893

Don't Alfred.

Further to my fax of 26 January and the list of chemicals, I would appreciate very much if you could help us with pricing two other compounds in 500 g - 1 KG tots.

29 581 2 1814 1818 1818 - 11:11 29 582 5 75 10 5 11/41

We had enquines from Aldrich and a company in England and meditoring once protestion urgently. Since the Technion (as 700m is closed to 189 weekend, could you please fax you reply to my nome oumber 9 (2.975). If it

Thank you vary much for your next

YOUT

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Ane L. Gutmur



