Monsanto

AF

FROM (NAME & LOCATION) Everett, Massachusetts

DATE June 3, 1970 cc MR. J. D. WRIGHT-ST. LOUIS

SUBJECT W.R. Grace - Construction Products Corp.
Aroclor Discontinuation

REFERENCE

TO Mr. Willis Clark
St. Louis

I recently contacted W.R. Grace's Construction Products Division headquarters in Cambridge, Massachusetts to inform their Purchasing and Development Departments of the discontinuation of the Aroclor 1200 series. Previous to my call, my only knowledge of such Aroclor usage was at the Construction Products plant in Chicago, Illinois where Len Berlik is the salesman. There they use Aroclor 1248, Aroclor 1254, and Aroclor 1260 in polysulfide sealant and caulking compounds.

The discontinuation of the Aroclor 1200 series will present serious problems for this customer. First, their development chemists have no confidence in any present day substitutes for Aroclor. They feel that the liquid Aroclors impart unique properties of adhesion characteristics to polysulfide systems. Secondly, this customer will need significantly longer than the 3 months allotted time prior to discontinuation for a development amd replacement program. One major problem facing this customer will be the limited availability of manufacturing equipment for plant trials during the height of the Construction Products season.

For the above reasons, Mr. Zisson, Purchasing Director for the Construction Products Division and Mr. Keith Cranker, Research Manager for sealant and caulks, have requested a personal meeting with Monsanto's Management and Technical people to discuss their problems in finding satisfactory substitutes for these Aroclor 1200 products. Confirming my telephone conversation with you today, Will, I am pleased to learn of your interest in helping this customer out and will look forward to your reply on this joint call to the Cambridge headquarters of the Construction Products Division. I would definitely recommend that you be joined by Al Morgan of our Research Department on such a call.

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FROM (NAME & LOCATION)

DATE

cc

SUBJECT

REFERENCE

TO :

This customer's approach in such a meeting will be:

1. To ask for exemption from this Aroclor discontinuation (e.g. sell them Aroclors used in heat transfer fluids).

2. They will ask for an extension of the August 30 cut off date to accommodate their development and replacement program.

3. They will request technical assistance from Monsanto in identifying acceptable substitutes.

Thanks for your help, Will.

Best regards.

JHG/ims

John H. Gannon

P.S. Zisson mentioned that several Construction Products plants use Aroclors: Chicago, Los Angeles, Houston, North Bergen, New Jersey, Toronto, Ontario. Check your IBM run for total sales statistics.

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