Monsanto

JAPAN LIMITED

FROM (LOCATION) : Tokyo, Japan

DATE : May 8, 1967

SUBJECT : Aroclor Action Program

REFERENCE :

TO : Dr. J. R. Durland
MMK

CC:
Messrs.
B. K. Denton
W. T. Dickens
J. Cresce
G. R. Buchanan
T. Fukuei/S. Matsuno - MMK

Mr. Fukuei's memo of May 2 presents a very thorough and well thought-out action program for this project. I have only a few minor comments for your consideration.

Item I. (7) (a) and (b). Following the preliminary survey on HB-40, Mr. Eihausen felt the best assessment of price-volume-time parameters could be made following MMK's own laboratory evaluation during May - July. He will start this off about May 15 with the Planning and R&D groups and help guide the effort and interpret results.

Item I. (8) (c). MJL's role in volume-price discussions with users should be only advisory (H. Ishijima). Matsushita Boeki is a special case which should probably be handled by MC-MJL through their next contract term ending about August 1968. MJL will take steps to exclude Aroclors from our general non-exclusive import dealers MSK and MBK. Essentially, except for Matsushita, a virtual exclusive will be set-up through MMK. Perhaps this should be formalized early in June.

Item I. (11). MMK will need more MTS help from MC in this Fall. Perhaps a Therminol specialist (Rousch) and a second electrical visit.

Item II. (1). MMK needs Class C information on HB-40.

Item III. (3). I would include notification of Yawata Chemical by Mr. Nishikawa or Shiromizu at the same time as Kaneka. We also want to avoid overcapacity and an indirect price war via biphenyl.

Item VI. We should get any Japanese patents or applications on processes or uses for biphenyl, Aroclor,

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Therminol, Pyroclor and HB-40 from Mr. Buchanan. The trademarks on the above should be sorted out and agreements made on licensing them to MMK. This should be done in May. On items (c) and (d) there is no need to involve MMK on Pydraul patent problems for a couple of years.

I trust you will advise whenever I can help further on this project. It appears to be well organized and on the track.

D. T. Mowry

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