P. G. Benignus - St. Louis General Office

July 30, 1970

R. H. Munch - JFQ
A.F. Vodden/C. Coleman - Ruabon
P. Marsh/A. Arpino - Brussels
J.M.M. Thomson - London
J. R. Savage - St. Louis
~~H. S. Bergen~~/D. A. Olson/
M. F. Baber - St. Louis

W. R. Richard - WRICH

Attached is xerox copy of A. Arpino's memo July 24 and a xerox copy of our specifications for high boiling alkylate H-230.

At 22 ¢ US per gallon FOB Rotterdam this Monsanto Alkylate could be delivered duty paid at 28 ¢ US gallon England to compete against the UK price of transformer mineral oil at 35-40 ¢ US per gallon (you will recall that here in the States our transformer mineral oil is more like 22-25 ¢ gallon).

Of course, the unknown and unexplored is the continuity of composition and the quality features, particularly the pour point, the volatility, the oxidative stability, the compatibility and of great interest the electrical characteristics of whatever Alkylate stream Monsanto may have available. It is my understanding that relatively large amounts of this Monsanto material are shipped to Stanalchem in Rotterdam. We look for your guidance as to the amount of time and dollars you feel justified in contributing to give the needed support to MCL, as sought by our associates.

As this project does present a possible new business venture, at least in the UK market area, although perhaps not in our domestic market area at this time, we feel that this matter should be explored.

At your earliest convenience may we please have your thoughts so that we can respond to Mr. Arpino's worthwhile inquiry.

Paul G. Benignus

/dn
Attachments

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