Monsanto

MONSANTO INDUSTRIAL CHEMICALS CO.
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

February 14, 1972

414-769-8000

Mr. M. A. Schulien
Manager - Purchasing
Stearns Magnetics Inc.
6001 S. General Avenue
Cudahy, Wisconsin 53110

→ JF
Co file
"The Book"
(under Elec Dielec)

Dear Sir:

We are writing to advise you that Monsanto has adopted certain policies with respect to its further sale and delivery of all polychlorinated biphenyl (PCB) products used as dielectric fluids including but not limited to those sold under tradenames such as Aroclor®, Interteen®, and Pyranol®, and under the generic term askarel.

Effective immediately Monsanto will sell and deliver these products only to manufacturers of electrical equipment or components who utilize the products as dielectric fluids and who have entered into agreement to indemnify and hold harmless Monsanto in the use of these products. The two copies of such an agreement are attached. The acceptance by Monsanto of such an agreement is subject to receipt of financial and other information from you (such as evidence of adequate insurance protection) which, in Monsanto's opinion, makes the agreement meaningful.

As you are undoubtedly aware, studies indicate PCBs may be accumulating in the environment. In some instances, PCBs have been found in food or in the food chain. For your information, attached is an article by Carl G. Gustafson of the Federal Water Quality Administration appearing in "Environmental Science & Technology" which deals with this subject. Because of Monsanto's concern over this problem, we have discontinued sales of PCBs except for use as dielectric fluids in electrical equipment and components.

If you desire to continue purchase of these products from Monsanto, please have the attached copies of agreement signed by an authorized officer on behalf of your company and forward a fully signed copy, together with your most recent audited financial statement and any other information which you feel will assist Monsanto in its evaluation.

If you have any questions please telephone (314) 694-2455 or write directly to Mr. H. S. Bergen, Monsanto Company, P.O. Box 14617, St. Louis, Missouri 63178.

We sincerely regret any hardships that this decision may cause you but it is taken in an effort to continue to make available these products for these important electrical applications.

Very truly yours,

Howard Bergen

Howard Bergen, Director
Specialty Products Group

/bi

Enclosures

bcc: H. S. Bergen
W. R. Corey
W. B. Papageorge - B2NK
C. Paton/PGB
E. M. Potter - B2NK
E. L. Shimley - 1010
J. F. Stapleton