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Competitor buying Aroclors 1254

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CHARLES H SOMMER PRESIDENT

MONSANTO CHEMICAL CO 800 N LINGBERGH STL

? YOUR COMPANY HAS INFORMALLY ADVISE UD THAT THE SUPPLY OF ALL AROCLRS FOR USE IN HYDRAULIC FLUIDS US WELL AT THE AVAILANILITY OF ANY HYDRAULIC FLUID WITH AROCLRS IN IT WILL BE FORMALLY ANNOUNCED SHORTLY FOLLOWING THE PATTER OF YOUR JUNE 1 , 1970 LETTER DEALING WITH THE SUPPLY OF AROCLRS FOR PLASTICIZERS AND MOTIFIERS YOUR COGNIZANT PEOPLE REALIZE THAT WE ARE DEEPLY INVOLVED IN DEVELOPMENT AND MARKETING OF HYDRAULIC FLUIDS CONTAINING AROCLRS. IT IS THEREFORE ON VITUAL IMPORTANCE TO US TO GET YOUR FORMAL POSSENAL ON AROCLR SUPPLY. WITHOUT THIS INFORMATION WE CAN NOT PLAN OUR EFFORST IN DEVLOPMENT PRODUCTION AND MARKETING AND EVERY DAY THAT PASSES WITHOUT YOUR GIVING US THIS INFORMATION IS A SOURCE OF CONSITRABLE IMMEDIATE AND POSTACAL EXPENSE AND MORE IMPORTANT MAY JEOPARDIZE THE RELATIONSHIP WITH OUR ACTUAL AND POTENTIAL CUSTOMERS I WOULD APPRECIATE YOUR ADVISING US IMMEDIA

TELY OF YOUR FORMAL POSSENIAL ON THIS ISSUE.

PEER LRENTZIN CHEMTRED

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