Monsanto

FROM (NAME & LOCATION) C. Paton - G. O.

July 17, 1972 cc P. W. Gann

SUBJECT FOOD-RELATED CUSTOMERS/PYDRAUL

REFERENCE

TO : J. H. Davidson
T. L. Gossage
H. S. Bergen
J. F. Stapleton
W. B. Papageorge
N. T. Johnson

JF
The Booth
implementation

Attached is a list of food-related customers who used PCB/PCT Pydrauls. Attached are four letters sent out in 1971-1972 to all Pydraul customers. You will note:

1. We did not identify all PCB-containing Pydrauls. (Pydrauls such as AC and F-9 used by food-related customers were not specifically mentioned in 2/1/71 letter)

2. On April 15, 1971 we stated "---no PCBs in any of of our Pydraul fluids."

3. On February 28, 1972 we stated"---no draining--- is necessary. You need only to add the new products as make-up to your present systems."

We know that certain of the attached companies are concerned about PCBs in Pydraul (e.g. Ralston Purina and Pfizer). We also know that the proposed FDA regulation refers to lubricants. Further, we know from heat transfer experience that certain PCB-affected customers have tried to pin the cost of conversion and related problems on M.I.C.C. because of alleged failure to properly warn them on need for system clean-out, etc. Since we have not alerted food-related users of PCB Pydrauls in a special way like we did Therminol FR users, we may be leaving ourselves open to future claims or, worse yet, renewed publicity on PCBs a la fish meal incidents.

I would like you to consider sending the attached letter (modified as you may suggest) to the attached customer list. I propose Paul Gann to handle the mechanics of customer/product usage and mailing. Also, he should

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PLAINTIFF'S EXHIBIT
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enlist field sales to identify (after the initial mailing) any customers we may have missed. I would propose we give some thought as to how we distribute this letter to the customers. We have learned a few things about customer relations in the blizzard of mail we've sent out in the past few years.

C. Paton

/pep

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Suspect Pydraul Applications - From IBM Run

American Can	Washington, New Jersey, Modesto, California	
Anheuser Busch	4 locations	
Continental Can	7 locations	
Northern Packaging	Rochester, New York	
Petroleum Distributors	Houston, Texas	Should look at their customer list
Ralston Purina	15 locations	
Upjohn Company	New Haven, Connecticut	
Cherry Burrell	Cedar Rapids, Iowa	In process of changir to Pydraul 30 E - mi carton sealing machi manufacturer
Associated Milk Products	Rochester, Minnesota	
Borden	Illiopolis, Illinois	
Glass Container	Los Angeles, California	AC-A, blowing glass bottles
Hunt Wesson	Chicago, Illinois	
Owens Illinois	9 locations	AC A, blowing glass bottles
Pevely Dairy	St. Louis	
Pfizer	Terre Haute, Indiana	
Proctor & Gamble	11 locations	
Thatcher Glass	2 locations	AC, blowing glass bottles

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Catalina Divers	Avalon, California	)
Dive Shop	Bay Shore, New York	) AC-A filling scu) divers tanks
Scuba Hut	Springdale, Arkansas	)
Divers Equipment	Kansas City, Missouri	)
Cliquot Club	Millis, Ma.	
CIBA Pharmaceutical	Somerset, New Jersey	
Custom Bevocan	Charlotte, N.C.	
Seven Up	Detroit, Michigan	
Countrys Delight Milk	Chicago, Illinois	Cherry Burrell cart sealer changed to Pydraul 30 E
Hawthorne Melody Farms	Chicago Illinois	
Tuscon Dairy	Union New Jersey	

Total Customers Listed Above:		28
Customers with Air Compressor Applications :		14 (pneumatic equipm
All others:		14
Total Pydraul Customers :	approximately	1000

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Monsanto

ORGANIC CHEMICALS DIVISION

Monsanto Company
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

February 1, 1971

Dear Sir:

In February, 1970, we advised you of the newspaper and magazine articles indicating that polychlorinated biphenyls (PCBs) have been discovered at some points in some marine, aquatic and wildlife environments. It was claimed that the PCBs found strongly resembled chlorinated biphenyls containing 54% and 60% chlorine by weight. The quantities detected are said to be in the parts per million and parts per billion categories.

Pydraul 312, Pydraul 135, Pydraul 230, Pydraul 540-A and Pydraul A-200 have been formulated with polychlorinated biphenyl. New formulations have been developed and tested to provide equal or superior performance. The new formulations will be designated Pydraul 312 A, Pydraul 135 A, Pydraul 230-A, Pydraul 540 B and Pydraul A-200-B. They are completely compatible with the old formulations and do not contain polychlorinated biphenyls.

During the next 60 days, as inventory is depleted in warehouses around the country, the new formulations will be shipped to fill your orders.

If we can be of further assistance or answer any questions you might have please contact your local representative or me in St. Louis.

Very truly yours,

C L. Bradford

C. L. Bradford
Product Manager

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Monsanto

ORGANIC CHEMICALS DIVISION

Monsanto Company
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

April 15, 1971

Dear Sir:

Over the past year or so we have written you several letters concerning polychlorinated biphenyls and have urged that care be taken to prevent the escape of hydraulic fluids containing PCBs into the environment. Certain Pydraul hydraulic fluids did contain PCBs, taking advantage of the excellent characteristics of that material for certain industrial applications. However, in view of the questions which have been raised concerning possible environmental effects, Monsanto launched a program to develop alternative products without using PCBs.

This is to inform you that our efforts to develop alternative hydraulic fluids for applications which cannot be completely confined have been successful. There are now no PCBs in any of our Pydraul fluids.

We appreciate your understanding over this past year. The reformulated products you are now using will give you equal or better performance than you previously had - and with no PCBs.

Very truly yours,

C. Larry Bradford

C. Larry Bradford
Product Manager
Hydraulics & Lubricants

P. S. - Would you please circulate this letter to all departments in your operation that are concerned with hydraulic fluids and/or maintaining a clean environment.

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