D. A. Olson - St. Louis

May 5, 1970

H. S. Bergen - HBERG
N. T. Johnson - NJOHN
W. B. Papageorge - WPAPA
W. R. Richard - WRICH

PYDRAUL PRODUCT LINE - PCB

J. Mason

1. Completed Reformulations

+540

Pydraul 625, AC and AC (Winter Grade) have been reformulated without PCB and are now being manufactured. Our timetable is:

May 15 - Completion of production and letter announcement that reformulated products are available.

Next wk - 90 days - going to switch -

July 15 - Most customers will have converted. Letters to others that we will not offer old products after August 15.

August 15 - Completion of switch to reformulation. The scope of these products is shown below:

	Domestic + Export (Annual)		
	Sales	Pounds	Pounds PCB
625	$212,000	750,000	375,000
AC	242,000	800,000	455,000
AC-WG	2,000	7,000	2,000
	$456,000	1,557,000	832,000

2. Reformulation Status

The reformulation of Pydraul F-9 has been completed and testing is underway. We expect to meet this timetable:

August 1 - Begin customer transition.
November 1 - Complete transition.

F-9 domestic and export statistics are:

Sales	$ 490,000
Pounds	1,500,000
Pounds PCB	790,000

Bill Richard can best give you estimates of product reformulation dates for the remaining Pydrauls. After completion of testing, we would estimate a three-month time period would be necessary for proper assimilation in the market.

DSW 333677

STLCOPCB4080254

3. Customer Contaminant

Pydrauls are used by the metal-working industries, specifically steel, aluminum, die-casting, and foundries. The alternatives that we have available to provide improved containment on a short-term basis are limited but, on a longer-term approach, may present business opportunities to us for the control of all types of hydraulic fluids.

When viewing the magnitude of the Pydraul situation, however, we should be sure that proper perspective is maintained since the customer operations are not uncontrolled. The steel and aluminum industries are currently at the forefront of environmental contamination pressure and generally have good operating procedures and waste treatment facilities.

Several factors at customers in the die-casting (and foundry) applications help to minimize environmental loss. These are:

a. Larger customers have, in several instances, developed reclamation programs for capture and reuse of fluid. We have long assisted in these efforts and include discussion of reclamation in our technical literature. Active reclamation programs are being accomplished by:

   Central Foundry, General Motors
   Johnson Motors
   Chevrolet, Massena
   Ford Foundry
   Pontiac Division, General Motors
   Buick Division, General Motors

b. Cooling water is used to control the temperature of the dies. In many shops, this water is continuously re-cycled through a cooling tower, back through enclosed water lines to each machine. These water lines are isolated and underground, thus preventing contamination by hydraulic or other fluids.

c. Our studies to date indicate that as much as 80% of the loss of hydraulic fluid is absorbed onto clay. While we have not traced the eventual disposition of the clay, this large percentage of the loss is not directly discharged into streams.

The above is pointed out, not to say that we shouldn't have a definite concern, but to show that some compensating factors do exist.

D. A. Olson

DSW 333678

STLCOPCB4080255