

Monsanto

OUTGOING MESSAGE BLANK
Tele--Communications System

DATE 3/17/71 TIME 1:20 SENDER'S ACCOUNT NO. 2-00-721-48

INDICATE DESIRED SERVICE → ☐ FULL RATE ☐ DAY LETTER ☐ NIGHT LETTER

Names of addressee and sender must include initials. Show complete address for telegrams and cables.

A. ARPINO
BRUSSELS

RE: ITALIAN MERCHANT ELECTRICAL GRADE AROCLOR 1221

WE ARE STILL CONSIDERING YOUR INFORMATION AND MAY BE BACK TO YOU WITH A QUOTE SHORTLY. LIKE YOU WE BELIEVE THE APPLICATION IS NOT IN ELECTRICAL. WE ARE FOLLOWING TWO SITUATIONS HERE CLOSELY EITHER OF WHICH COULD BE THE SOURCE OF THE INQUIRY. ONE IS WITH GEIGY WHO IS CURRENTLY PURCHASING A-1221 FOR DYE CARRIER APPLICATION AT \$.1925/LB. BULK FOB ANNISTON. WE WILL SUPPLY THEM MONO-CHLOROBIPHENYL AT AROUND \$.24/LB. BULK FOB SAUGET ILL. BEGINNING IN JULY. THEY WILL PHASE OUT A-1221 AT THIS TIME. THEREFORE THEY MAY BE CHECKING US ON OUR PRICING & ALSO CONSIDERING ALTERNATE SOURCES.

IN ADDITION DOW IS LOOKING FOR UP TO 12 MILLION LBS/YR OF ORTHO CHLORO-BIPHENYL AND WE HAVE TOLD THEM WE CAN SUPPLY. WE BELIEVE THEY WILL CONVERT THIS TO ORTHOPHENYLPHENOL AND USE IT IN THEIR GERMICIDE AND SLIMICIDE APPLICATIONS. THIS BACKGROUND MAY HELP YOU INTERPRET THE REQUESTS YOU ARE GETTING AND ALSO EXPLAIN OUR RELUCTANCE TO QUOTE.

J. R. FALLON

cc: D. R. Fogue - DFOGU
T. L. Gossage - TGOS

0069427

IN-IR
REV. 7-64

for BETTER service - Forward to transmitting operator IMMEDIATELY after preparation.

TOWOLDMON0056801