D. A. Olson - St. Louis

May 4, 1970

NON-ELECTRICAL AROCLORS

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

J. Mason

Functional Fluids markets approximately 1.6 million pounds of Aroclor for miscellaneous industrial uses. These are Aroclor 1242, 1248, 1254, and 1260. The major applications are extreme pressure additives, transmission seal swell additives, and competitive fire resistant hydraulic fluid manufacturers. There are also several minor applications.

With the exception of competitors, all customers will be notified by personal contact or letter by ~~May 15~~ that we will no longer sell non-electrical Aroclor after ~~July 31~~, 1970.

This action will remove 1.16 million pounds of Aroclor from uses which are difficult to contain. In many cases, we will be able to supply alternate products. The major customers affected are:

	Volume (#)	Product	Possible Alternate
Radiator Specialty	360,000	1242	1232
Belray	100,000	1248/1254	Terphenyl/1221
Cincinnati Milling	300,000	1254	Terphenyl/1221
Standard Oil-Ohio	72,000	1254	Terphenyl/1221
Lubrizol	66,000	1254/4465	Terphenyl/1221

The remaining 400,000 pounds are sold to Mobil Oil, Cities Service, and others, for formulation into Pydraul-like fluids. We plan to take no immediate action with these until our own Pydraul timetable is determined. Our approach will be to put them under restrictions and timing similar to our own program.

In order to control future use of these industrial Aroclors, all order center personnel will be advised to accept no orders without permission from St. Louis.

D. A. Olson

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DSW 332936

STLCOPCB4079512

D. A. Olson - St. Louis

May 4, 1970

THERMINOL - PCB

H. S. Bergen - HBERG
J. R. Fallon/D. E. Roush
W. B. Papageorge - WPAPA
W. R. Richard - WRICH

J. Mason

We are currently implementing Therminol FR marketing programs to prevent environmental problems. These are divided into Food Applications and other (primarily industrial) uses.

Food Applications

We have 84 customers, with a minimum volume of 25,000 gallons in present systems. Primary applications are for vegetable oil processing and frying units for fish, potatoes, and donuts.

Actions taken:

1. Effective immediately, no new food installations will be sold Therminol FR.
2. Present customers will be informed, by letter dated before ~~May 15~~ June 8, that:
   a. We will not supply them FR after July 31 for their systems.
   b. We recommend they convert their systems from FR as soon as possible.
3. We will work with present customers in an attempt to convert them to Therminol 66. We will also offer to take back their used FR fluid, with the customer paying freight and Monsanto providing disposal at no cost.

Non-Food Applications

1. We will have definitive instructions to our salesmen by May 15 which will give clear design guidance on requirements for FR systems. These will be arrived at ensuring systems are closed to the environment and will include directions on types of welds, design of expansion tanks, evaluation of user application, etc.
2. In order to prevent loss of spent fluid to the environment, we will impress upon customers the disposal aspects and will offer to take back fluid for disposal with the same policy in effect to the electrical industry.

D. A. Olson

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DSW 332937

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