bcc G5ND R. B. Chapman
B2SA J. F. Stapleton
[redacted]
Red Book

October 30, 1974

Mr. Edward Blank
Tobe Deutschmann Laboratories
550 Turnpike Street
Canton, Mass. 02021

Dear Mr. Blank:

In regards to your recent telephone conversation with Mrs. Gladys Burgos of our New York office I am sending you this note to explain the insurance requirements as they relate to purchases of polychlorinated biphenyl products.

As you know, Monsanto introduced restrictive policies some time ago on the purchase of polychlorinated biphenyl products. It is necessary to reach agreement on a hold-harmless letter, two copies of which are enclosed. The agreement should be signed by an officer of Tobe Deutschmann Laboratories and returned to Monsanto.

In support of the hold-harmless agreement, we should also receive from you, or from your insurance company, a copy of the insurance certificate in effect. The insurance should protect against claims which might result in the form of pollution damage caused by a sudden and accidental occurrance by leakage, spillage, etc., of the product in your plant, or through the use of your product. The policy should provide for blanket contractual coverage in this regard.

If your product needs are less than 200,000 pounds per year, the policy should be drawn for a minimum of $5 million product liability coverage. If your needs are more than 200,000 pounds of material per year, you will be required to carry a minimum of $10 million coverage.

If our Insurance Manager, Mr. Bob Chapman, can be of assistance to you, please give him a call at (314) 694-7551.

In the meantime, I would be happy to answer any other questions you may have on this subject.

Look forward to hearing from you soon.

Very truly yours,

Howard S. Bergen, Jr.
Business Group Director
Specialty Products

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Att. (2)