

# Monsanto

FROM: NAME &amp; LOCATION:

H. S. Bergen - B2SL

DATE:

August 22, 1975

cc: T. L. Gossage

SUBJECT:

GENERAL ELECTRIC VISIT  
AUGUST 25, 1975

REFERENCE:

TO:

F. J. Fitzgerald - B3SA

Confirming our verbal conversation yesterday, we would like to invite you to join us for lunch in the Round Table Room, Monday, August 25, at 12:30 to meet our G. E. visitors:

Lucas P. Hart, Jr. (Luke)  
General Manager

Frank D. Price (Frank)  
Manager of Engineering

Dr. Robert A. Stenger (Bob)  
Manager, Engineering Laboratory

John Repko  
Division Legal Counsel

They are all from G.E.'s Capacitor Products Department (a group within the Electronic Components Business Division) at Hudson Falls, New York.

G.E.'s Capacitor Department purchased \$2.6 M of Aroclor 1016 in 1974 and are running at an annualized rate of \$2.03 M in 1975. In addition, through licensing and affiliates in Canada, Brazil, Mexico, South Africa, Europe and Taiwan, we obtain approximately \$1.3 M more in export and ex-U.S. sales. G.E.'s transformer operations also are large purchasers of PCB Askarel fluids (\$1.4 M in 1974). Again G.E.'s worldwide activities lead to additional export and ex-U.S. sales. G.E. is our largest domestic Specialty Products' customer and our second largest worldwide.

G.E.'s Hudson Falls and Fort Edwards plants are under severe attack by both Federal and New York State EPA authorities because of PCB effluent into the Hudson River leading to PCB concentrations in fish (e.g. striped bass) at higher than the FDA tolerance of 5 ppm. There has been national publicity given to this situation by the NEW YORK TIMES in recent weeks.

G.E. have apparently decided they must disclose to EPA a program to phase out PCB fluids in capacitors. The purpose of their visit is to determine if we can supply a non-PCB within a timetable that meshes with their contingency plans.

G.E.'s misfortunes on PCBs can be turned to Monsanto's advantage because it can lead to close cooperation and thus facilitate our planned PCB phase out. If we can become G.E.'s supplier of non-PCB fluid (our preferred candidate is MCS 1238), then the rest of the industry will almost certainly

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follow G.E.'s initiative and leadership. As a result, we would hope to retain a very high M/I in capacitor dielectrics.

During lunch we suggest you speak to the following:

1. Monsanto's Corporate commitment to social objectives.
2. Monsanto's dedication to PCB replacements while supporting PCBs during phase out.
3. Profitability on replacement capital concepts.

Attached is a copy of G.E.'s proposed agenda.

  
H. S. Bergen

/tl

Attachment

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