Monsanto

MONSANTO INDUSTRIAL CHEMICALS CO.
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

We are writing to advise you that Monsanto has adopted certain restrictive policies with respect to its further sale and delivery of all polychlorinated biphenyl (PCB's) products used as dielectric fluids in transformers and capacitors including but not limited to those sold under tradenames such as Aroclor®, Inerteen®, Pyranol®, and under the generic term askarel.

Effective 15 January 1972 Monsanto will sell and deliver these products only to manufacturers of transformers or capacitors who have entered into agreement to indemnify and hold harmless Monsanto in the use of these products, and whose financial responsibility makes such agreements meaningful in Monsanto's opinion. Two copies of such an agreement are attached.

As we have previously advised you, studies indicate PCB's may be accumulating in the environment. In some instances, PCB's have been found in food or in the food chain. Because of Monsanto's concern over this problem, we are discontinuing sales of PCB's in all applications except as dielectric fluids for use in transformers and capacitors.

If you have any questions or if you wish to meet with representatives of Monsanto management relative to this agreement, please telephone (314) 694-2455, or write directly to Mr. H. S. Bergen, Monsanto Company, P. O. Box 14617, St. Louis, Missouri 63178. Otherwise, please have the attached two copies of the hold harmless

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agreement signed on behalf of your company by an authorized officer and return one fully signed copy to Monsanto. If we do not receive a signed copy of the agreement in the form attached by 15 January, it may not be possible to sell further quantities of these products to your company.

We sincerely regret any hardships that this decision may cause you but it is taken in an effort to continue to make available these products for critical electrical applications.

Very truly yours,

Howard S. Bergen

Howard Bergen, Director
Specialty Products Group
Monsanto Industrial Chemical Co.

/jf

Enclosures

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