Monsanto

FROM (NAME & LOCATION): J. A. Alley - B2SD (St. Louis)

DATE: March 19, 1976

SUBJECT: P. R. MALLORY CAPACITOR COMPANY MEETING AT MONSANTO HEADQUARTERS - WEDNESDAY, MARCH 31, 1976

REFERENCE:

cc: R. E. Hatton
G. Roush
D. Wood
R. D. Osland-1740

TO: J. C. Weber

1. This memo will confirm that a meeting has been scheduled in St. Louis for Wednesday, March 31, with representatives of Mallory and a Mallory consultant. Room E-311 has been reserved for the meeting .

2. I will handle the coordination of transportation, visitor passes, lunch , coffee, etc., for our visitors with regard to the meeting. An agenda is attached.

3. Background information:

a. Visitors:

Bud Dibble, Mallory Capacitor Div., General Manager
Ron Warwick, President - Mallory Capacitor Co.
Dr. Shep Wolsky, Director - Mallory Physical Sciences Lab
Dr. George Wallis, Mallory Environmental Affairs
Robert Ellis, Director of Personnel and Labor Relations - Mallory
Dr. Len Goldwater, Consultant to Mallory.

b. Visit was originally suggested by Bud Dibble.

c. Objective cannot be effectively achieved without a visit to St. Louis.

d. Purpose of the visit:

1) While Bud Dibble wants to act responsibly with regard to the recommendations of Dr. Stopford, Bud would like to defuse the situation at Mallory which has resulted from Stopford's recommended course of action. Dr. Stopford has recommended an intensive medical program at the Mallory Waynesboro, TN plant to evaluate whether or not Mallory has a problem with worker exposure to PCBs.

Bud Dibble is interested in obtaining Monsanto input to the Mallory situation through discussions with our medical and product acceptability personnel.

2) Field Sales wants to achieve:

a) Continued evidence of working with the electrical industry in a responsible manner when PCB problem areas develop.

b) Maintain a healthy, cooperative working relationship with Mallory.

3) Who does customer want to see:

a) Monsanto medical and product acceptability personnel.

4) Who do we want him to see:

a) Dr. George Roush
b) Dr. Dick Osland
c) Mr. Cole Weber

e. Criteria for successful visit:

Remove some of the emotion from the Mallory situation and move them toward a better understanding of PCBs and Monsanto medical procedures for our personnel.

f. What groundwork needs to be laid for the visit:

1) Attached is a March 16 letter from Bud Dibble which provides additional background information and outlines several questions which will likely be raised during our meeting. The questions were submitted to Bud when a conference call was in our plans.

g. Sales history:

Aroclor 1016

	M lbs.	$M
1974	1003	295
1975	608	230
1976 YTD	281	124
1976 Budget	800	396

Currently evaluating MCS-1238.

h. Watch outs:

1) We should not exhibit any prior knowledge of Dr. Stopford's recommendations.

2) Dibble and Wolsky hold opposing positions on what Mallory should do. Wolsky is pushing hard to follow Stopford's recommendations. Dibble wants to take a more deliberate approach, i.e., get all the facts first.

James A. Alley

mh

Enclosures