Monsanto

FROM (NAME-LOCATION-PHONE) L. W. Wassell - G4WF - 4-7002

DATE: October 26, 1990

SUBJECT: NEWSPAPER INTERVIEW

REFERENCE:

TO: S. J. Robinson

cc: D. G. Bartolanzo
W. J. Boyle Jr.
G. F. Fort
S. L. Foster

Your interview with Bob Steyer of the *St. Louis Post-Dispatch* is scheduled for Monday, October 29, at 2:30 p.m. It'll be a phone interview. Diane Bartolanzo and/or I will join you at about 2:00 to touch base before we call Steyer (622-7449).

His main line of inquiry for you will be how Monsanto makes decisions about closing down a product, shifting production, siting new facilities, etc.

He would like specific examples (e.g. *Lasso*, although he knows that's not yours or ours). Perhaps PCl_3 would be one, although we don't want to create the impression that its continued presence at WGK is unduly hazardous.

We are, of course, free to work in our other talking points in response to his questions, but he's quite upfront about what he intends to pursue and use.

At this point, Steyer is still scheduled to meet Bill Boyle at WGK on Tuesday morning (9:30 a.m.). There may not be an interview with Mike Miller, as Steyer does not see empowerment as a major part of the story. Perhaps you and Bill can increase his interest.

The thrust of the story is a declining presence in St. Louis. Our challenge is to make it positive for the company, the community and the employees affected.

If you wish to talk with Diane or me before Monday, please call our secretary -- Ann D'Agostin (4-2652) -- and ask her to page us. We will be on campus, in a meeting.

Thanks.

Loren W. Wassell

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MONSANTO ANNOUNCES NEW PHOSPHORUS INTERMEDIATE PLANT

ST. LOUIS, Oct. 2--Monsanto Company announced plans today to build a new phosphorus trichloride (PCL3) plant at its Luling, LA, plant, which will double the company's current PCL3 capacity.

This new plant is intended to replace the present 72-million pound per year unit at the W. G. Krummrich plant in Sauget, IL in mid-1991, although there is a possibility the Krummrich facility could be needed after Luling is on stream. In any case, the Krummrich facility will run for at least the next two years.

PCL3 is an intermediate phosphorus derivative which Monsanto uses in the production of two important growth products, Roundup herbicide, made at Luling, and Dequest phosphonate water treatment chemicals, made at Everett, Mass.

According to Art F. Fitzgerald, vice president and general manager of the Detergents and Phosphates Division, "the Luling plant was selected because all raw materials and the finished Roundup product are currently being handled at this location, thus reducing freight costs as well as greatly reducing the need to transport these materials.

DSW 136217

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"Despite doubling current manufacturing capacity, the project will be designed to reduce air emissions associated with PCL3 by 88 percent in accordance with Monsanto's previously announced air emission reduction program," he said.

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