

AROCLORS - INDIA

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Purpose - to update Organic's interest in Aroclor project in India.

- to develop an action plan if appropriate.

Conclusions

1. Monsanto Company and the Organic Division are interested in Aroclor projects.

The reasons:

- a. India represents a rapidly growing market for electrical application. Monsanto does not wish to be blocked out of participation.
 - b. Monsanto is interested in exploiting its developed technology.
2. Quality is very important for electrical applications. Monsanto has learned how to produce quality material - the hard way. A process is not enough.
 3. Any Indian project would be based on cracking tubes not lead pots. The technology should be the latest most up to date, and the most competitive.
 4. Any Indian project would utilize with local sources of Cl₂ and Bz.
 5. An Indian Aroclor project would probably not be able to stand alone. For best economics it would be a unit at an organic chemicals manufacturing site such as might result from a Rubber Chemicals project.
 6. It could be difficult to exploit Monsanto technology if there is indigenous technology available.
 7. A D-1 application for a Letter of Intent has been drafted.
 8. A detailed preliminary economic analysis of a project has been prepared.

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AROCLORS - INDIA (Continued)

Action

1. Determine if there is indigenous technology available as well as the state of its development. Source: National Research Council.
Responsibility - Sethi
Auzine - unofficially via Indian Investment Center - New York
2. Determine if Bayer in particular or any other now Indian company is showing any interest in collaborating for the manufacture of chlorinated biphenyls in India.
Responsibility - Sethi
3. Draft Indian market plan including market demand projections and market profit.
Responsibility - Narayan/Sethi
4. Determine if Monsanto should (a) adopt a positive, aggressive approach to Aroclor manufacture in India or should it (b) continue a wait and see attitude but ready to respond with a quick me to if competition proposes Indian manufacture.

Timing for this action must of course follow receipt of input from the first 3 action items.

Responsibility - Organic Division - Functional Fluids
International Division - AIPC

Merlin J. Auzine

MJA/mo
7/27/70

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