Monsanto

FROM (NAME & LOCATION): Robert G. Potter - B2SB

DATE : December 23, 1975

SUBJECT : MCS-1238 COMMERCIALIZATION PROGRAM

REFERENCE :

TO : D. Wood - Ch. Dielectrics KPC
R. J. Davis
M. E. Gibbs
A. J. Koenig
A. Leisy
W. M. Lumb

cc: R. E. Beal - B2SB
W. C. Hammann - T3A
C. P. Orr - G2WD
R. A. Pohl - B2SB
D. L. Sliney - B2SB
J. J. Zeman - B2SK

DEC 23 1975

Jim Savage FYI & Pitch. JJZ

As a point of clarification, this memo is to confirm my understanding that the Dielectrics KPC group has the initial prime responsibility for putting together the MCS-1238 commercialization program. The timetable we are working on requires early February, 1976 (earlier if possible) completion of our interim production plan and April, 1976 (earlier if possible) completion of our 1978 dedicated new facility plan and draft of an appropriation request. As these dates assume having a management approved program to take to our major customers (starting with General Electric), you should be targeting for completion a week or so in advance to allow for operating committee, general management, and managing director level reviews, in that sequence.

As quickly as we can similarly narrow our transformer replacement products to one, you should commence a parallel commercialization program with this yet to be defined candidate.

With the urgency obviously attached to the PCB replacement, I expect all my department heads to be fully conversant with this program, giving it all the attention it requires. Top management is now involved as a fact of life and will remain involved until this program is brought to necessary conclusion and implementation.

The PCB Task Force has developed an emergency PCB shut-down plan and by February 1, will cease to exist after having developed an overall general business plan for complete PCB replacement. I realize the membership of the Dielectrics KPC and the PCB Task Force has a lot of commonality and the need for total cooperation goes without saying. This task group's charter stops approximately where the KPC's charter begins, which is the complete step-by-step commercialization program all the way down to exact pounds, dates, specification, selling price, etc., etc.

Please let me know immediately of any problems or difficulties with this memo.

Bob

Robert G. Potter

DSW 185439

mah