H. S. BERGEN - ST. LOUIS

December 9, 1970

M. J. Auzine
P. G. Benignus
D. Danna
T. L. Gossage

AROCLORS - INDIA
NORM LEWIS - PACE CO.
HOUSTON, TEXAS
(713) 644-3311

J. P. Berndt - JBERN

Norm Lewis, an ex-Monsanto man now with Pace Co., an engineering design and consulting firm, called me Tuesday to inquire as to whether we were interested in licensing Aroclor technology in India through Pace Company, whereby Pace Company would do engineering design and consulting work based on our process.

The inquiry to Pace Co. came from an "intermediary" company who told Norm Lewis that the technology was available on this in France. Apparently this intermediary company is related to, or has connections with the company who is interested in doing this in India. The company in India involved is Esco-(Emco?) Esta Capacitors Ltd. They manufacture paper capacitors. Perhaps all of this will ring a bell with Paul Benignus. Who is Esco Esta working with in the U.S. or elsewhere either as a licensee of some U.S. capacitor producer or some European capacitor producer?

I told Norm that first of all the situation in India is very confused. He should discount half of what he's heard. Secondly, Monsanto has sent a letter of intent to the Indian Government indicating our desire to build an Aroclor Plant if the Indian Government decides they really need one.

It was after he heard this, he opened up a bit and gave me the information I have reported. Norm commented he had spent several weeks in France along with some of their associates, and he could find no French technology available, so at this point of time, he is going to write back to the intermediary company advising them that said French technology is not available to his knowledge and that it is his understanding that Monsanto is perhaps interested in doing this themselves in India.

DSW 200096

STLCOPCB4058160

I told Norm we would try to get back to him within thirty days if we had any further comments on status of our letter of intent and any action by the Indian Government.

Attention Joe: Do you have any further information back from India in respect to our letter?

I told Norm other capacitor companies in India were also talking about trying to make Aroclors and perhaps because of capital requirements or our own situation, at some point in time it might be desirable for us to tie up with a large capacitor producer in India, if nothing else than from the financial viewpoint. If this should occur, the company Esco Esta Capacitors might be a contact along with Heavy Electricals.

Off-hand, this is a long shot and much better to proceed on present course, but it's another alternate if we are turned down by the Indian Government or by our own management. In either case, I see little room for involving Pace Co. and I told Norm Lewis exactly that. He understands our position.

H. S. Bergen

ms

DSW 200097

STLCOPCB4058161