

H. S. BERGMAN - ST. LOUIS

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AROCLOR 1232 REPLACEMENT

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We are temporarily continuing with Aroclor 1232 as now made for several accounts (Wynn Oil and Radiator Specialties).

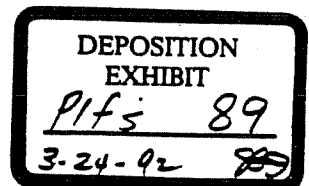
We would like to go as soon as possible to a product as close to Aroclor 1232 as possible, but one which would not crystallize and be essentially biodegradable. I understand that we might approach this by using Aroclor 1236 and blending this with Aroclor 1221. There may be other ways to get around it also.

Would you please develop as quickly as possible our best replacement for this product so that we can plan to start making it as soon as possible. Please keep Marketing, Jim Savage and I advised. Thanks.

H. S. BERGMAN

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