

Monsanto

NAME (NAME & LOCATION)

N. T. Johnson St. Louis

DATE

February 16, 1970

SUBJECT

POLLUTION LETTER

REFERENCE

TO :

P. Craska - Wilmington
C. Clay - St. Louis
J. H. Davidson - Los Angeles
R. A. Damiani - Chicago
G. F. Fague - Detroit
R. A. Garcia - Akron
R. Camsworth - Melbourne
J. A. Heilala - Akron
R. Irwin - Houston
J. S. Pullman - New York
J. J. Roder - Chicago
R. Giles - Melbourne

P. J. A. Marsh - Brussels
R. Enhardt - New York
T. W. Oneson - Montreal
J. N. Haggart - Brussels
V. Morse - St. Louis
J. Brydon - Montreal
R. Graham - New York
F. G. Benignus
J. G. Bryant
D. E. Roush
J. R. Falley
D. A. Hall
D. R. Pogue
D. F. Smith
D. A. Olson

PLAINTIFF'S
EXHIBIT

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Attached is a list of questions and answers which may be asked of you by customers receiving our Aroclor-PCB letter. You can give verbal answers; no answers should be given in writing. If the customer asks a question you can't answer or if he wants an answer in writing, then send his questions to me and we will answer from here.

We want to avoid any situation where a customer wants to return fluid. The new reformulated products will be available within a month. We would prefer that the customer use up his current inventory and purchase Pydraul 625A, Pydraul ACA, Pydraul ACA Winter Grade and Pydraul 540A when available. He will then top off with the new fluid and eventually all Aroclor 1254 and Aroclor 1260 will be out of his system. We don't want to take fluid back. Sell him the replacement.

We must be very positive in our approach with each customer relative to our decision to eliminate the use of Aroclor 1254 and Aroclor 1260 in our Pydraul products. We (your customer and Monsanto) are not interested in using a product which may present a problem to our environment. We certainly have no reason to be defensive or apologetic about making this change. The decision to change makes good sense and our customers should commend us, not criticize our actions. No one has forced us to make this

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change. We have done it to keep our customers out of possible trouble. They should appreciate our effort, and stay with us as a customer on the reformulated Pydrauls. To make this change has cost us research monies and time. Fortunately, we possess the technical skills to make a change in our formulations without affecting the performance of products. Be positive. Take the offense. Don't let a customer or competitor intimidate you. I doubt if our competitors know whether their product could present a problem to our environment. You might ask your customer, if he has ever asked Houghton or Stauffer, Carbine, etc. about the effects of their products.

We should also recognize (point this out to your customer) we must clean-up. The Chemical Week article gives him an idea of laws in effect in his state. Read this yourself. Be familiar with the data on each state in which your customers are located. Use this in your discussions.

We have no replacement products for Aroclor 1254 and Aroclor 1260. We will continue to make these products; however, customers will have to use their own judgement on continued use.

We can't afford to lose one dollar of business. Our attitude in discussing this subject with our customer will be the deciding factor in our success or failure in retaining all our present business. Good luck.

(We have also attached a copy of the letter sent to transformer customers.)

N. T. Johnson

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STR 002311

Monsanto

ORGANIC CHEMICALS DIVISION

Monsanto Company
300 N. Lindbergh Boulevard
St. Louis, Missouri 63186
Phone: (314) 884-1000

February 9, 1970

Dear Sir:

Recently several newspaper and magazine articles have been published indicating that Polychlorinated Biphenyls (PCBs) have been discovered at some points in some marine, aquatic and wildlife environments. The quantities detected are said to be in the parts per million and parts per billion categories.

It is claimed that the PCBs found strongly resemble chlorinated biphenyls containing 54% and 60% chlorine by weight. Products which are sold by Monsanto under the trade names of Aroclor® 1254 and 1260 do contain chlorinated biphenyls. In addition to Aroclor® 1254 and 1260, Monsanto sells certain functional fluids containing Aroclor® 1254. These include Pydraul® 625, Pydraul® AC, Pydraul® AC - Winter Grade, Pydraul® 540, Therminol® FR-3 and certain dielectric formulations. Several other companies around the world also produce products containing chlorinated biphenyls.

As your supplier of Aroclor® 1254 and 1260 and formulated products containing 1254, we wish to alert you to the potential problem of environmental contamination as referred to in the newspaper and magazine articles.

We would like to point out the following additional facts.

1. Products such as Pydraul® 90, 135, 230, 312, A-200, F-9, 150 and 60, Turbinol® 153 and Therminol® FR-1 and FR-2 are not formulated with Aroclor® 1254 or 1260.
2. PCBs with a chlorine content of less than 54% have not been found in the environment and appear to present no potential problem to the environment.

We have developed, and are now testing, new formulations to replace the Aroclor® 1254 and 1260 components in our Pydraul® products. The new products appear to be equal in performance and to have similar physical properties.

We feel that all possible care should be taken in the application, processing and effluent disposal of these products to prevent them becoming environmental contaminants. Of interest to you may be an article in Chemical Week, October 29, 1969 regarding water pollution standards set by each state in the Union. It is attached. This article reflects that good manufacturing practice in the future may require that no products used by any company should find their way into waterways.

Sincerely yours,

Don Olson

Donald A. Olson
Director of Sales
Functional Fluids Group

nlc
Attachment

Monsanto

ORGANIC CHEMICALS DIVISION

Monsanto Company
800 N. Lindbergh Boulevard
St. Louis, Missouri 63165
Phone (314) 894-1000

February 18, 1970

Dear Sir:

Recently several newspaper and magazine articles have been published indicating that Polychlorinated Biphenyls (PCBs) have been discovered at some points in some marine, aquatic and wildlife environments. The quantities detected are said to be in the parts per million and parts per billion categories.

It is claimed that the PCBs found strongly resemble chlorinated biphenyls containing 54% and 60% chlorine by weight. Products which are sold by Monsanto under the trade names of Aroclor[®] 1254 and 1260 do contain chlorinated biphenyls. In addition to Aroclor[®] 1254 and 1260, Monsanto sells certain functional fluids containing Aroclor[®] 1254. These include Pydraul[®] 625, Pydraul[®] AC, Pydraul[®] AC - Winter Grade, Pydraul[®] 540, Therminol[®] FR-3 and certain dielectric formulations. Several other companies around the world also produce products containing chlorinated biphenyls.

As your supplier of Aroclor[®] 1254 and 1260 and formulated products containing 1254, we wish to alert you to the potential problem of environmental contamination as referred to in the newspaper and magazine articles.

-- We would like to point out the following additional facts:

1. Products such as Pydraul[®] 90, 135, 230, 312, A-200, F-9, 150, and 60, Turbinol[®] 153 and Therminol[®] FR-1 and FR-2 are not formulated with Aroclor[®] 1254 or 1260.
2. PCBs with a chlorine content of less than 54% have not been found in the environment and appear to present no potential problem to the environment.

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We have developed, and are now testing, new formulations to replace the Aroclor[®] 1254 and 1260 components in our Pydraul[®] products. The new products appear to be equal in performance and to have similar physical properties.

We feel that all possible care should be taken in the application, processing and effluent disposal of these products to prevent them becoming environmental contaminants. Of interest to you may be an article in Chemical Week, October 29, 1969, regarding water pollution standards set by each state in the Union. It is attached. This article reflects that good manufacturing practice in the future may require that no product used by any company should find their way into waterways.

We realize that you have marketed or may now market transformers and other electrical equipment containing dielectric fluids which include Aroclor[®] 1254 and 1260. Although these fluids are sealed into such equipment it is recognized that occasionally the fluid may be lost through leaks resulting from equipment misuse or equipment repair necessitating replacement of the fluid. Since the dielectric fluid contained in this equipment is only an incidental part of the over-all unit manufactured by you, we are not notifying the purchasers of such equipment of the potential environmental contamination problem described in this letter. We do recommend, however, that you notify such equipment users of this problem.

Sincerely yours,

Don Olson
Donald A. Olson
Director of Sales
Functional Fluids Group

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Attachment

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