Bcc - RAG ×
DAH ×

D R A F T

× - send copy of letter

Dear Mr. Lorentzen:

Thank you for your letter of June 24 ~~regarding~~ requesting specifics on Monsanto's policies on PCB-containing materials. Because there are a wide range of applications for these products, some of our actions have led to partial confusion, and I welcome the opportunity to clarify them for you. The most logical approach to this is to follow the sequence of your questions.

1. The June 1 letter was sent to all customers of our Plasticizer marketing group and stated that sale of Aroclors 1232 through 1262 for plasticizer and modifier application will be discontinued August 30, 1970. The June 11 letter related to a separate and distinct marketplace, that of industrial applications, which encompasses your usage. Aroclor 1262 ~~was~~ and other products were not mentioned since we have no sales of ~~the product~~ these to ~~this market~~ the industrial market. Also, final policy has not been evolved on Aroclor 1232. Sales for the products listed will be discontinued August 30, 1970.

2. We will discontinue the supply of all Aroclors from our U.S. plants to these market applications, but not to certain applications, such as the electrical industry, where the product can be controlled and contained.

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3. We will not import from our European plant for applications which have been withdrawn from the market.

Major world producers, which you requested, are:

Prodelac - France
Bayer - Germany
Kanegafuchi - Japan

4.-8. We obviously are closely aware of the relationship of the PCB problem to segments of our Pydraul product line and have a major program underway in this area. Our Pydraul products and their formulations are proprietary information ~~to Monsanto~~, and we ~~feel it is not appropriate to~~ disclose specifics of our ~~competitive or~~ technological plans.

I hope this is of some assistance to you. We recognize that the situation causes ~~dislocations with~~ a number of customers, ~~and have tried to take a responsible approach.~~

Cordially yours,

Donald A. Olson
Sales Director
Functional Fluids

DAO:PH

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