

7
1
MITSUBISHI MONSANTO CHEMICAL COMPANY

FROM LOCATION : Tokyo

cc: Messrs.

DATE : December 30, 1969

T. Nakata/K. Hoshino
J. M. Kershaw, MAL

SUBJECT : AROCLOR EXPORT

REFERENCE :

TO : Mr. Howard S. Bergen
St. Louis, Mo.

1/7/70
Don Olson
- PLS review with PCB
- Lets discuss
my feeling:
1) are we sure of
MMK quality?
2) ~~just~~ a possible
spot
3) No to
distribution
at
least
for now.

Dear Howard:

MMK's Aroclor plant has been demonstrated and we are now engaged in becoming qualified at all customers in Japan as rapidly as possible. There has been a small difference in isomer distribution which Dr. Munch has assured us is not a factor in electrical use. We have been able to hold the biphenyl content to specification.

It is interesting that Kanegafuchi's Kaneclor has the same isomer pattern as MMK -- slightly different from Monsanto.

MMK expects to need biphenyl imported from Monsanto for about another year until our own biphenyl furnace starts up. Hence, we are interested in converting duty-free imported biphenyl into Aroclor for export as a way of decreasing cost (at higher operating rate).

From 110 tons of imported biphenyl, we could convert 200 tons of Aroclor for export. Do you have sales areas which we can supply in this way through Monsanto International?

Australia is looking for ways to help in the trade with Japan, badly unbalanced by Japanese purchases of wool, ores, coal, etc. Also, U.S.S.R. is in a similar barter position. Only last week "foreign subsidiaries" of U.S.A. firms were freed to trade with mainland China on "non-strategic" products. Can we put a combination together involving at least 200 tons of Aroclor? I'll appreciate your comments.

Is
aroclor
ex to
export
to China?

John
J. R. Durland

JRD:fu

DSW 200476

STLCOPCB4058540