Monsanto

FROM (NAME & LOCATION) JN HAGGART - Brussels

DATE November 3, 1971

SUBJECT PORTLAND CEMENT WORKS
HEIDELBERG, GERMANY.-

REFERENCE JNH/cdl

cc: PJAM/AA/BKR/SR - Bxl
KH GAERTNER - D'dor
HA VODDEN - Ruabon
JJ RODER - St.Lou

TO : CUMMING PATON - St. Louis ✓

This company has occasional fires with the mineral oil system which i used to heat the fuel oil burnt in the furnaces. The mineral oil system uses as heat source the exit gases from the furnace.

The potential at this particular works is 100 tons of initial fill and there are 4 other cement works with similar potential.

Portland, Heidelberg has nearly finished their evaluation of Santotherm FR-1 and results look good. However, we now have to announce to them our withdrawal of FR-1 supplies to new plants.

What we would like to get clear in our minds is whether FR fluids are dead once and for all, or whether we will be able to supply any new (non-food) plants in the near future.

We have the choice of telling these people either :

(a) It is highly unlikely that Monsanto will ever supply FR fluids to them.

(b) That the existing FR-1 is not ecologically acceptable but that new products (MCS 1016) are on their way.

Probably not good enough. our flash point.

If MCS 1016 was proved biodegradable as the Ruabon work shows, could we then envisage a future for Santotherm FR fluids or is it more than just the biodegradability and the non-food restriction ?

To sum up we'd like some guidance on how the future for FR might look and whether we should be saying "no" once and for all, even to applications like cement works.

P.S. Our competitors in Germany - Bayer consider heat transfer a controllable application and would probably pick up this business if we don't.

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