A/BL576/JA20/1319/1322/1/AH149/QZQ

H S BERGEN ST LOUIS JAN 20/72

060

CC J MASON BRUSSELS

PCB DISPOSAL POLICY

SANTOTHERM FR

WE FEEL IT IS NECESSARY TO OFFER PROPER DESTRUCTION FACILITIES TO CUSTOMERS WHO ARE FORCED TO CHANGE IF THEY UNABLE TO BUY FROM OTHER PRODUCERS. IF ONLY FOR LEGAL AND PR REASONS FOR CERTAIN MANY CUSTOMERS WILL DUMP INDISCRIMINATELY OTHERWISE. WE PLAN TO TAKE BACK MATERIAL TO A HOLDING STOCK THEN HAVE FINAL PARCELS DESTROYED AT PUPLE. WE ARE NOT OFFERING TO PAY FREIGHT ONLY DESTRUCTION COST STOP ENGINEERING SUPPORT AND FREIGHT COST WILL ONLY BE OFFERED ON CASE BY CASE WHERE WE WILL GET S/T 66 OR 55 BUSINESS. NUMBER PLANTS INVOLVED IS 100 AND MAXIMUM QUANTITY RETURNED MATERIAL ESTIMATED AT 500 TONS WHICH WILL COST ABOUT DLRS 35.000 MAXIMUM TO DESTROY STOP

PCT PYDRAUL

NATURALLY WE ARE DOING OUR UTMOST TO CLEAR OUT PCB PYDRAUL STOCKS AROUND EUROPE. BUT THERE IS HOUND TO BE SOME RETURNED MATERIAL FROM CUSTOMERS/DISTRIBUTORS OR OUR OWN WAREHOUSES IN CASES WHERE SPECIFIC END USERS FOR EXAMPLE TURBINE APPLICATIONS ARE CHANGING AWAY FROM PCB PYDRAUL AND REFUSE TO BUY AND FURTHER MATERIAL STOP WE ARE NOT MAKING ANY OFFERS TO TAKE BACK MATERIAL FROM CUSTOMERS

STOP MY PURPOSE IN REQUESTING YOUR OK TO PAYMENT OF SOME DISPOSAL CHARGES WAS ONLY TO COVER EXTRAORDINARY CIRCUMSTANCES WEHERE WE FORCED TO DESTROY MATERIAL RATHER THAN RISK IT BEING INDISCRIMINATELY DUMPED STOP OUR ESTIMATE OF DLRS 10.000 IS VERY MUCH A GUESS IT MAY WELL BE LESS STOP WRITE OFFS WILL ONLY BE INVOLVED FOR OUR OWN CONSIGNMENT STOCKS PRESENT EUROPE STOCKS PCB PYDRAUL WHICH ARE OF USA ORIGIN ARE AS FOLLOWS IN METTONS

NON MINING FLUIDS

90	202
150	9.7
625	39.5
AC	1.4
TOTAL	52.8 /READ 2.2 NOT 202/

116,000 lbs.

MINING FLUIDS

A-200	48.0
280	0.9
281	61.0
TOTAL	109.9 METTONS

239,000 lbs

WE WILL DO EVERYTHING POSSIBLE TO SELL OUT THESE REMAINING STOCKS BEFORE END JAN STOP PREFERE THAT WE DO NOT SELL ON CONSIGNMENT OR EXTENEDED CREDIT AS THIS WILL INVOLVE US IN MECHANICS OF SALE SHOWING UP IN COMPANY BOOKS AFTER JAN 31ST WILL KEEP YOU ADVISED HOW WE MAKE OUT

PETER MARSH BRUSSELS OK

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