Crestworth Lamps

Dear

We are writing to advise you that Monsanto has modified its policies concerning the future sales and delivery of our polychlorinated terphenyl (PCT) based product Arocler 5460 to Crestworth Lamps.

Monsanto also manufactures certain products containing polychlorinated biphenyls (PCBs). Studies have indicated PCBs may be accumulating in the environment. Because of Monsanto's concern over this problem, we have discontinued sales of PCBs, except in certain limited applications and under certain restrictive conditions. Although we were aware of no studies indicating PCTs are accumulating in the environment, Monsanto recently became concerned that, because of chemical similarities between PCBs and PCTs, future studies might indicate PCTs persist in the environment.

Without hard scientific data to guide us, Monsanto was faced with the difficult decisions of how to react responsibly toward the environment and our customers. After careful consideration, we concluded we could best fulfill our responsibilities by stopping further entry of PCTs of our manufacture into the environment by discontinuing sales. We instituted such a program and previously communicated to you our intention to discontinue sales of PCTs effective March 31, 1972.

Since implementing our program, we have received information which indicates that you will have an exceptional amount of difficulty switching to alternate materials within our original time schedule for discontinuing sales. We feel we can continue to act responsibly if we permit you to make a limited amount of additional purchases, provided we alert you to our concern that PCTs may persist in the environment. We, therefore, are advising you of the problem and urge that you exercise care in the handling, possession, use and disposition of the additional PCTs you may purchase from us. We enclose our technical bulletin on these products. We request that you note Page 22 and follow the instructions on our labels.

Your company, therefore, will be considered for the purchase of up to 8,000 pounds of additional Aroclor 5460, provided the purchase and delivery occurs before June 30, 1972. This sale is contingent, however, upon the following: 1) you must acknowledge that you have been advised by Monsanto and that you are aware of the potential for harm to the environment caused by the escape of PCTs into the environment, that they should not be permitted to enter food or food-related materials, and should not be used in potable water or animal feeding systems, or in pharmaceuticals, and to the extent that PCTs become a part of the products you sell, you will pass along these warnings of Monsanto to the ultimate user of your product and to persons in the intermediate distribution chain for such products; 2) you must agree to take all care necessary in the handling, use and disposal of PCTs to ensure that they do not enter food, the food chain, or the environment; and 3) you must acknowledge receipt of the attached Aroclor bulletin which discusses handling of the Aroclor product line.

If you have any questions or if you wish to meet with representatives of Monsanto management, please telephone or write to me directly at Monsanto Company.

We sincerely hope this decision to allow additional purchases during a limited period will enable you to effect a prompt and orderly switch to alternate materials. We also feel certain you share our concern and will recognize the decisions which have been taken by Monsanto are in the best interests of both of our companies.

If the foregoing special conditions to the purchase of Aroclor 5460 are acceptable to you and you agree to them, please so indicate by signing this acceptance clause below on the attached copy of this letter and return them to us for our files.

Very truly yours,

John Mason

Terms of foregoing letter
accepted and agreed to

(Name of Company)

By_____

Title_____

Date_____