**Monsanto**

FROM (NAME & LOCATION) J. J. Roder - B2S J St. Louis

DATE October 11, 1971

SUBJECT TRIP REPORTS
FR SYSTEM CONVERSIONS

REFERENCE

TO : C. PATON
B2S H

CC T. L. Gossage - B2S L
N. T. Johnson - B2S J
J. Mason - B2S A
J. S. Pullman - 1650
D. E. Roush - B2S H
P. L. Slayton - 1650

The following is a brief summary of contacts made by Jay Pullman and me with regard to the conversion of FR systems:

Stop & Shop (10/4/71)
Boston Massachusetts

Personnel: John W. Gormley
Lewis Furillo
Al Murphy
Bill Iceton

The FR system had been converted on Saturday October 2 and refilled with Therminol 66. The system was operating satisfactorily but was being attended to insure against fire hazard until they could sit down and review the situation with their FM insurance agent. J. S. Pullman will plan to attend a meeting next Tuesday to assist Stop & Shop because at the present time FM appears to be quite reluctant to approve their system with a non FR fluid.

Brilliant Sea Food (10/4/71)
Boston, Massachusetts

Personnel: Don O'Brien

The Therminol FR system had been changed over and was ready for return to Sauget. Their insurance company, INA, had not suggested any fire protection equipment to date. We recommended consideration of sprinklers and $CO_2$ snuffer. Also suggested use of cold seal for expansion tank.

Design Plus Process (10/4/71)
Waltham, Massachusetts

Personnel: Jack Gonya
Russ Khoylian

We arranged a dinner date with Jack and Russ in Boston to review the PCB situation and its effect on their business. These people

IN-10 REV 11-65

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have designed some 30 systems using FR fluids in the food process industry. They are very bitter about Monsanto and really feel that we are ruining their reputation and company. Previous Monsanto representatives apparently stated, and according to their claims, actually wrote that the FR's were completely safe from contamination and could even be drunk without harmful side effects. They claim that these statements and the very apparent advantages of liquid phase systems caused them to design all their food process equipment around FR and now it was absolutely worthless. Customers had lost confidence in them and other alternate liquids and as a result they were losing about $500,000 of sales per year.

It is possible that they may bring suit against Monsanto based on their claim of a letter in their files about the "drinking of FR" and the loss of business. It is interesting to note one of their statements, however--their company was formed originally to act as engineering consultants to the food process industry and after they were in operation about 8 months they decided to design liquid phase systems for food frying. At least the origin of their company relates to other processes and they still supply an estimated $2.5 - $3.0 M per year of equipment to the food process industry, mainly specializing in refrigeration equipment.

National Can Company (10/5/71)
Danbury, Connecticut

Personnel: F. Ipkovich
A. Z. Uzwiak

They very definitely plan to change their FR system to Therminol 55 but because of production commitments they would like to delay the change until the end of November or early December. This system uses Therminol to heat water which in turn washes cans made for Pepsi and Ballantine beer plus other smaller uses. The main problem they keep harping on is the approximate three day shutdown needed to convert.

We recommended that with the possible entry of FDA into this PCB problem that he immediately get an approval from management to convert. He said he would try to get approval and we in turn gave his name to C. Paton to follow at a higher level at national headquarters.

We reviewed the changeover procedures with Uzwiak namely, draining and flushing with kerosene since the fluid appears to be quite dirty. We also

cautioned about thoroughly drying the system after the kerosene flush.

The expansion tank arrangement was also reviewed and suggestions were made to include a cold seal to prevent xodiation.

Recheck will be required here to insure conversion.

Felton International (10/5/71)
Brooklyn, New York

Personnel Contacted: Dicran Kazanjian
Charles Yaegerman
Jim Ryan

We reviewed the entire PCB situation with these people and received a commitment from them to switch to Therminol 66 on the weekend of October 9. They needed to repair a couple leaking fittings near the gas fired heater and to revise the expansion tank piping but the possible release of their name to FDA was sufficient to convince them of the urgency. They had already checked with International Flavors & Fragrances regarding insurance company requirements thus they were also planning on using a sprinkler and a steam snuffer.

They planned to refill the system with the Therminol 66 they had in the system previously and after a couple weeks drain and replace with three new drums of Therminol 66 we agreed to ship no charge. They also plan to startup a new system shortly and that will require additional fluid--probably a couple drums. All in all, very good people and I suspect they will proceed on schedule with the conversion.

Recheck next week

A & P Baking Company (10/5/71)
New York and Newark

Could not reach either Schoeneborn, Yessman or Smith regarding their commitment to discontinue their donut fryer on Friday, October 8. Will follow later.



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