MCC

OCT 15 1973

C. P. Cunningham - B2SA

October 12, 1973

Messrs:
C. H. Sommer
M. C. Throdahl

Mr. J. W. Hanley

The attached table clearly illustrates one of the best examples we have of the application of technology. It is a comparison of the specialty product family in the year 1969, which is "pre-PCB fiasco", and the year 1973, which is the first full year after the disaster subsided.

Messrs. Sommer and Throdahl will appreciate the concern for the future of this group in 1970 and 1971 as we phased out of uses in all the closed systems.

The essence of this memo is obviously a sales pitch for the maintenance of a high degree of technology in the chemical business at Monsanto.

C. P. Cunningham

CPC/mw

Attachment

DSW 338101

SPECIALTY PRODUCTS

PCB/PCT PRODUCTS 1969 VS CONTINUING DIELECTRIC AND REPLACEMENT PRODUCTS 1973

WORLDWIDE BASIS ~~$M~~

	Sales		Gross Profit		Net Income	
	1969	1973	1969	1973	1969	1973
Dielectric	8118	11031	3401	4183	913	1124
Pydrauls	5082	6498	2267	1518	547	434
Santosols	1755	3578	854	1552	276	576
Therminols	1588	2281	980	1465	242	424
Plasticizers[1]	4489	-	1682	-	441	-
Misc Ind Fluids[1]	228	-	109	-	26	-
Total	21260	23388	9293	8718	2445	2558

[1]No replacements in 1973

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