

DATE	January 20, 1972	TL GOSSAGE	-	St. Louis (1)
		J MASON	-	Brussels
SUBJECT	<u>RESTRICTION OF SALES OF PCB/PCT.-</u>	C PATON	-	St. Louis (1)
		WB PAPAGEORGE	-	St. Louis (1)
REFERENCE	PJAM/cdl	WR COREY	✓ -	St. Louis
		K FLETCHER	-	Brussels
TO	HS BERGEN - St. Louis (1)			

We are now proceeding with plans to implement the decision to further restrict sales of PCB and PCT products. Presentations are being given this Friday to all European DSO Managers and involved salesmen.

The directives as described in WR Corey's letter to CP Cunningham, dated December 27th, 1971, as applicable to Europe, are being followed for all European sales areas. A copy of the key elements of this presentation giving policy details and cut off dates etc. is attached to those copees marked (1)

Customers letters which have been cleared with legal department will be translated into the appropriate languages and checked by legal again before mailing. Because of the diverse situations involved such as distributors and OEM'S there are 14 separate letters; we therefore did not feel it appropriate to mail all of these to you but will do so if you wish.

We have also estimated the immediate effect on our sales and income based on the assumption that we will continue to sell electrical Aroclor and Pyroclor Europe wide. These figures contain a number of approximations and should only be used to indicate the order of effect. Copies are attached for all copees.

Although there are no exceptions to the Board's decision at present, we are currently seeking clarification on the following points .

1. Can we continue to supply the German mines with PCB Pydraul fluids until our reformulated products are tested and approved - given the recent exchange of letters with the Oberbergamt and the legal opinions we have obtained. Fletcher is in direct contact with Putzell on this.
2. To what extent is a Hold Harmless agreement required in the various European countries where we have significant business. if we are to continue to supply Electrical Fluids. These are UK / Belgium / Switzerland / Scandinavia / East Europe / Spain / Italy / Israel / Yugoslavia. Our European legal department are reviewing this and will be putting forward their recommendations.

I will keep you posted on the situation as it develops.


PJA MARSH

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