DRAFT LETTER

Dear Customer,

In recent years, your company has been using polychlorinated biphenyl (PCB). Monsanto, worldwide supplier of these materials, has limited the sales of these products to closed electrical systems, in order to minimize their possible impact on the environment.

We have decided to completely cease production and sale of PCBs no later than October 31, 1977. In January, 1976, we emphasized our desire to phase out of dielectric markets for PCBs as soon as an orderly transition to alternative technologies could be accomplished. We understand that our phase out is consistent with the plans of United States manufacturers of capacitors and transformers to adopt alternative dielectric systems.

While we recognize that the plans of your own company may not coincide exactly, we want to be sure you are aware of our program to cease production and supply in both the USA and UK by October 31, 1977.

For this reason we will work closely with you to properly organize the supply of your needs for 1977. In order for Monsanto to appropriately schedule their plants in the USA and UK, to allow you time to coordinate credit licenses, and to provide ample time for scheduling vessels, we wish to have all 1977 orders entered prior March 30th. Our main interest is you, our customer. We want to be sure we meet our committments to you, to assist you in an orderly transition while meeting the established phase out date of October 31.

Your understanding and cooperation is appreciated. We will get in touch with you in the very near future. Attached is a copy of our "White Paper" of August 1976 along with a copy of our News Release from St. Louis, USA, where Monsanto's World Headquarters is located. A news release was also issued in Brussels pertaining to the shut down of our UK plant by Oct.31,1977.

Sincerely,

Attached: St. Louis News Release
White Paper - PCB's