Copy for GREENMAN McCUTCHAN

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Wayne Please return Dalton FYI

Monsanto

FROM (NAME & LOCATION) W. A. KUHN - ST. LOUIS

Copies made and sent out 12/18/69.

TE : OCTOBER 21, 1969

cc: H. S. BERGEN
D. B. HOSMER

cc: Wayne Krull
John Luecken

SUBJECT : 1970 OBJECTIVES

file D-246

REFERENCE :

TO : G. L. BRATSCH - KRUMMRICH

FROM THE FILES OF THE WGK LABORATORY PLEASE RETURN

Howard Bergen has asked that I reply to your solicitation of ideas for 1970 objectives.

Regarding Aroclor and Aroclor Blends, the Functional Fluids Group objectives remain essentially the same as for 1969. From our viewpoint, it would be appropriate for WGK's objectives to reflect the following problems:

- The Aroclor wildlife situation poses a major threat to our business. We expect to see some attrition of sales as a direct result of governmental pressure on those of our customers who do not learn how to control and contain waste streams. The eventual lower volume will necessitate increased efforts to hold all costs down and, of course, manufacturing costs represent a significant portion of the total costs.

- Related to the above comments is the need to keep our own plants' skirts clean. We have taken one step in this direction by endorsing a project to collect about half of the Aroclor losses. We feel this requires careful watching to make sure we stay ahead of the problem without causing inefficient or untimely expenditures.

- As you know, we have had the objective of increased flexibility resulting from qualification of your plant as a supplier of Aroclors, especially electrical grade materials, to all major customers. This effort has been on shaky ground because of several complaints about the quality of material, condition of shipments, and defective tankcars as received by the customers. We are currently uncertain of our ability to deliver tankcar quantities of transformer fluids to Westinghouse at Sharon, Pa. We continue to need firm and consistent control of packaged quality as the customer sees it.

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I hope these comments are useful to you. Please call if you need further information.

W. A. KUHN

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