Monsanto

B 06/15

~~NJ~~ - Did you send him data req on pg 2?

FROM (NAME & LOCATION) P.J.A. Marsh, Brussels

DATE 28 May 1970

SUBJECT PCB
Your Memo May 13, 1970

REFERENCE PJAM:mcm

TO : D.A. Olson - St. Louis

ANSWERED NTJ

TO

cc D.S. Cameron, Brussels
H.N. Dahlström, Brussels
W.B. Papageorge, St. Louis
H.S. Bergen, St. Louis
J.R. Fallon, St. Louis
N.T. Johnson, St. Louis
P.G. Benignus, St. Louis

Thank you for your note of May 13th bringing us up to date on your plans dealing with the PCB situation.

As you know Don Cameron is handling the total European PCB programme and reporting direct to Norbert Dahlström; in turn we in Fluids have been working closely with Don and in particular, following receipt of John Mason's telex directive to Soden/Dahlström dated May 11, Don has been preparing a total European action plan/timetable dealing with the whole PCB problem. We are including detailed actions necessary in the Fluids product areas involved - namely:

Pydraul
Santotherm
Pyroclor
Electrical Aroclor
Non Electrcial Aroclor

It is my understanding that this plan will be presented by Don to Dahlström and Soden before submission to Bill Papageorge for final approval. You should therefore see copies of this document shortly and thus have full details of our approach.

Meantime it will be most helpful if you would keep us informed of progress in your various areas as you suggest.

./...

MONS 098911

Certainly I agree with your last comment, in the competitive environment here in Europe we have every possibility of exploiting any significant advances we can make in reformulations biodegradation etc. to improve our position in the acceptable applications. Maybe this will more than compensate for loss of revenue in other areas where we may pull out.

Best regards.

P.J.A. Marsh

P.S. Two important accounts here are very much dependent on their U.S. parent - namely, Winns Friction and Cincinnatti. Could you please bring us up to date on our stated position with these accounts and may we have copies of salesman call reports. PJAM