MITSUBISHI MONSANTO CHEMICAL COMPANY

FROM LOCATION : Tokyo cc:

DATE : February 2, 1970

SUBJECT : AROCLOR 1242 CERTIFICATION

REFERENCE :

TO : Mr. H. S. Bergen
St. Louis, Mo.

PERSONAL & CONFIDENTIAL

Dear Howard:

I appreciate your memo of January 26. Your response is wholly in accord with worldwide flexibility.

The exchange of letters with Paul Benignus was fully understood on both sides, and I know that there is both full interest and cooperation in this matter. Certainly, we must have more samples within the full specification range before we consider that our product is "certified", but I believe we are within this range except for the uncertainty which a customer reflects on isomer content. Even here, Paul Benignus' comments about the experience that Monsanto had in switching from batch chlorination to continuous, and getting customers to accept that change in isomers was helpful in facing our situation here in Japan.

We need more volume of business, and we are trying to generate sales without disturbing the existing price pattern in Japan. Hence, any export sales would be most appreciated. Currently, there is a possibility of shipping to India, which we are bidding on. (Your sales people are aware of this, and we are in telex communication.)

Your direct assistance in lining up additional export business for us is most appreciated. Other than this, I think we can work closely with Benignus until we are both satisfied that certification is possible.

Best regards,

John

J. R. Durland

JRD:fu

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