MONSANTO ACTIONS IN EUROPE

CEASED SALES OF PCB'S

1. TO CARBONLESS PAPER APPLICATIONS	JUNE	1970
2. UK - TO OPEN SYSTEM APPLICATIONS	MARCH	1970
3. EUROPE (EXCLUDING UK) PLANNED TO CEASE SALES TO OPEN SYSTEM APPLICATIONS.		1972

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A C T I V E G O V E R N M E N T S

1. U.K.
2. SWEDEN (PROBABLY ALSO REST OF SCANDINAVIA)
3. HOLLAND
4. GERMANY
5. O E C D

PCB-ARCH0743295

ELECTRICAL AROCLOR AND PYROCLOR

EFFECTIVE MARCH 31ST.

1. SALES TO APPROVED CUSTOMERS ONLY.

2. NO SALES TO "SERVICE" USERS.

FUTURE POSITION.

1. MONSANTO LEGAL LIABILITY SITUATION UNDER REVIEW TO ESTABLISH NECESSARY ACTIONS TO PROTECT THE COMPANY'S POSITION.

2. INCINERATION FACILITIES NOW AVAILABLE IN THE UK.

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ELECTRICAL AROCLOR AND PYROCLOR

LETTERS

1. WARNING LETTER REFERRING TO POSSIBLE TOXIC AND POLLUTION HAZARDS TO ALL CUSTOMERS.

LETTER 1

2. CUT OFF LETTER TO ALL " SERVICE " USERS

LETTER 2

PCB-ARCH0743297

SANTOTHERM - FR SERIES ONLY

EFFECTIVE BY JANUARY 31ST.

1. NO SANTOTHERM FR SALES.

FUTURE POSITION.

1. MONSANTO WILL INCINERATE RETURNED USED OR UNUSED FLUID FREE OF CHARGE - CUSTOMER PAYS FREIGHT.

2. ALL PLANTS CAN BE CONVERTED TO SANTOTHERM 66 OR 55 RELATIVELY EASILY - CONVERSION PROCEDURE AVAILABLE.

PCB-ARCH0743298

SANTOTHERM - FR SERIES ONLY

LETTERS

1. CUT OFF LETTER TO ALL CUSTOMERS — LETTER 3

2. LETTER TO ADVISE OEM'S — LETTER 4

3. CONVERSION PROCEDURE FOR CUSTOMERS WHO WISH TO CHANGE TO SANTOTHERM 66 OR 55.

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P Y D R A U L

EFFECTIVE BY JANUARY 31ST.

1. NO SALES OF PCB CONTAINING PYDRAULS (OLD SERIES)

EFFECTIVE BY JUNE 30TH.

1. NO SALES OF PCT CONTAINING PYDRAULS A SERIES.

FUTURE POSITION.

1. RECLAMATION SERVICE NOW IN OPERATION FOR ALL PYDRAULS.

2. REFORMULATED PRODUCTS BASED ON PHOSPHATE ESTERS AVAILABLE - E SERIES.

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PCB-ARCH0743300

P Y D R A U L

LETTERS

1. CUT OFF LETTER PCB PYDRAUL	DISTRIBUTORS LETTER 6
2. CUT OFF LETTER PCB PYDRAUL	CUSTOMERS LETTER 5
3. CUT OFF LETTER PCB PYDRAUL	OEM'S LETTER 7
4. CUT OFF LETTER PCT PYDRAUL	DISTRIBUTORS LETTER 9
5. CUT OFF LETTER PCT PYDRAUL	CUSTOMERS LETTER 8
6. CUT OFF LETTER PCT PYDRAUL	OEM'S LETTER 10

LITERATURE

1. PHOSPHATE ESTER PRODUCT DATA NOW AVAILABLE.

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NON ELECTRICAL AROCLORS PCB AND PCT

EFFECTIVE BY JANUARY 31ST.

1. NO FURTHER SALES OF NON ELECTRICAL PCB AROCLOR
   ie. SERIES 1100 AND 1200.

EFFECTIVE JUNE 30TH.

1. NO FURTHER SALES OF PCT AROCLOR FOR HYDRAULIC FLUID APPLICS.
   ie. SERIES 5000 AND 6000.

2. BETWEEN NOW AND JUNE 30TH EACH CUSTOMER WILL BE LIMITED
   TO A MAXIMUM QUANTITY NOT SIGNIFICANTLY GREATER THAN THEIR
   LAST SIX MONTHS OFFTAKE. IN 1971.

EFFECTIVE MARCH 31ST.

1. NO FURTHER SALES OF PCT AROCLOR FOR PLASTICISER APPLICATIONS.
   ie. SERIES 5000 AND 6000.

2. BETWEEN NOW AND MARCH 31ST EACH CUSTOMER WILL BE LIMITED
   TO A MAXIMUM QUANTITY NOT SIGNIFICANTLY GREATER THAN THEIR
   LAST THREE MONTHS OFFTAKE IN 1971

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NON ELECTRICAL AROCLORS PCB AND PCT

LETTERS

1. CUT OFF LETTER TO ALL PCB AROCLOR CUSTOMERS OUTSIDE U.K.

LETTER 10

2. CUT OFF LETTER TO ALL PCT AROCLOR CUSTOMERS.

LETTER 11

PCB-ARCH0743303

SANTOVAC 1 AND 2

EFFECTIVE BY JANUARY 31ST.

1. NO SANTOVAC 1 AND 2 SALES.

FUTURE POSITION.

1. CONTINUE SALES OF SANTOVAC 5 AND 6

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PCB-ARCH0743304

SANTOVAC 1 AND 2

LETTERS

1. CUT OFF LETTER TO ALL USERS.

LETTER 13

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GENERAL POINTS

1. PCB'S / PCT'S ON ALLOCATION.

2. SALES SERVICE SYSTEM.

3. NO EXCEPTIONS.

4. CORRESPONDENCE CLEARED WITH LEGAL.

5. REPORT LOCAL PUBLICITY.

6. CHECK ALL TRANSLATIONS OF CUSTOMER'S LETTERS WITH LAWYER.

7. WASTE PCB DISPOSAL SERVICE.

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PCB-ARCH0743306

SPECIALTY PRODUCTS LM INCOME

SPECIALTY PRODUCTS

$ M

	1970	1971	1972 (1)	1972 P (2)
NET SALES	3616	4635	4953	4116
GROSS PROFIT	1570	1444	1530	1270
S A R E	390	561	568	495
NET OPERATING PROFIT	1180	883	962	775
N I A T	678	504	529	425
GROSS INVESTMENT	5134	5902	7279	7070
R O I %	13.2	8.5	7.1	6.0

(1) DECEMBER SUBMISSION

(2) ESTIMATED PROFIT AND INCOME

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SPECIALTY PRODUCTS TOTAL INCOME

			$ M	
	1970	1971	1972 B (1)	1972 P (2)
NET SALES	6109	9142	7905	7039
GROSS PROFIT	1826	1834	1885	1680
S A R E	683	702	888	845
NET OPERATING PROFIT	1143	1132	997	835
N I A T	640	669	537	461

(1) December Submission

(2) Estimated Profit and Income

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SPECIALTY PRODUCTS EUROPE SALES

NET SALES $ M

PRODUCT	1970	1971	1972 B	1972 P
SKYDROL	1081	880	712	712
PYDRAUL PCB	1021	861	615	-
"A" SERIES	-	280	502	251
SANTOSAFE W/G	-	-	101	101
DIELECTRIC AROCLOR	1355	1216	1416	1416
DIELECTRIC PYROCLOR	365	594	630	630
PROCESS AROCLOR	182	1052	-	-
HB 40	-	1383	1490	1490
BIPHENYL FLUID	258	435	280	280
BIPHENYL FLAKE	-	202	163	163
SANTOTHERM FR	188	198	145	-
SANTOTHERM OTHERS	137	261	204	349
WOOD & PAPER	846	1044	1084	1084
MISC.	138	174	109	109
TOTAL	5571	8580	7451	6585

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