

Monsanto

FROM (NAME & LOCATION)

David Wood B2SD

DATE

July 7, 1976

CC:

R. A. Pohl

R. W. Flint ✓

W. C. Engman

SUBJECT

Critical Aroclor Applications
(Your Memo June 11)

REFERENCE

TO : A. E. Leisy

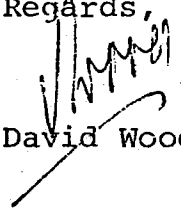
We have considered the proposition that some minor uses of Aroclor are considered more difficult to replace.

We have established with our customers the concept that there will be fairly obvious 'consensus' when replacements are considered suitable. This will not be when 'one producer' i-e GE moves, but it will certainly not stretch to the last user for the last special need.

Additionally, the capacitor and transformer industry accept from a purely economic stand point that supply from inventory of product produced efficiently at lower cost is more desirable than drifting downwards to uneconomic divisors.

All our customers accept that we may well, to their benefit as well as ours, cease production before we cease sales. We did discuss this in detail at our last KPC meeting which Bill Engman attended.

Regards,


David Wood

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