

12/30/71

ROUGH DRAFT

Dear Sir:

We are writing to advise you that effective June 30, 1972, Monsanto will no longer sell its line of Pydraul[®] fire resistant fluids as currently formulated. We will sell a line of newly formulated Pydraul[®] fluids.

Our current fluids are formulated with polychlorinated terphenyls, a chemical similar in some respects to the polychlorinated biphenyls (PCB's). Though polychlorinated terphenyls are not being found in the environment, it is possible that prolonged use might lead to some of the problems currently associated with polychlorinated biphenyls (PCB's). For example, in some instances, PCB's have been found in the food chain. An article by Carl G. Gustafson of the Federal Water Quality Administration appearing in "Environmental Science & Technology" and dealing with this subject is attached for your information.

Because of Monsanto's concern over this problem, we have previously discontinued sales of other products because of their PCB content. We are now extending this to the current Pydraul[®] fluids because of the great difficulty containing these fluids within the systems in which they operate and because of the problems which may arise when there is leakage

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of these fluids from your systems. We believe this action is in the best interest of all our customers.

In order to make a smooth transition to the new Pydraul ^(R) fluids (which contain no chlorinated material) we will continue to manufacture our current line of fluids until early in the second quarter of 1972. At that time we will begin phasing in our new products and phasing out the old. We plan to complete this transition well before June 30, 1972.

In the meantime we will make every effort to contact each of you, our customers, individually. We want to answer any questions you may have and work out with you the details of this transition so it best satisfies your needs.

We sincerely regret any hardship our decision may cause you, but we feel you will agree that Monsanto has made the right decision.

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