Monsanto

FROM (LOCATION) TAIPEI

DATE October 18, 1974

SUBJECT AROCLOR COMPETITION/TAIWAN

REFERENCE Exxon paper

c c: E. Liang - Taiwan
R. K. Louis - Manila
C. Paton - St. Louis

xc R. Munch
J. Bryant
C. Paton

TO: D. Wood
St. Louis

Dear David,

Attached is a copy of the Esso competition we are facing at our Aroclor customers in Taiwan. Their candidate is Di-isononyl phthalate and they have directed it directly at Aroclor.

Have you come across this competition in the U.S.? If so, we need your input as to our competitive advantages and general standing so that we can nip this product in the bud.

Esso are gaining a lot of attention, so please give us your input as soon as possible.

Best regards,

G. J. Buckley

Encl.
GJB/sl

I would appreciate Research comments on:
a) Any differences DINP and MCS 1475.
b) Comments on any technical 'ambiguities' in Esso's ester vs PCB case. I believe we had a copy of this paper mid Sept.
I would like to meet with you to formulate technical / commercial response w/c 28 Oct. Have you David

Haven - five week FRIDAY

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