REPORT OF MEETING WITH UGINE KUHLMANN, PARIS, AUGUST 5 1970

PRESENT FOR UGINE KUHLMANN : Mr Molière

PRESENT FOR MONSANTO : D. S. Cameron
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C O N F I D E N T I A L

SUMMARY

The objectives were the same as at our earlier meeting with Prodelec, and we detailed what actions Monsanto had taken in North America to control the PCB problem. Kuhlmann had little awareness of the problem since thus far there has been no concern in France over PCB residues in the environment. Molière needs to discuss our proposals with Galland, Director of Group I, on the latter's return from holiday, and hopefully they will be ready to participate in a further meeting in September.

DETAIL

The bulk of Kuhlmann's PCB production (around 80%) is sold by Prodelec to the electrical industry, and their direct sales are limited to the plasticiser grades sold within France. Thus, there would be little risk of their picking up Aroclor business we might relinquish since any export enquiries they receive would normally be passed on to Prodelec.

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Personally, Molière favoured joint action by all the European producers following the American pattern, but no decisions can be made until Galland has been consulted. Like Gilon, Molière thought any withdrawal should be made discreetly and without too much fanfare, though the approach should be positive.

Kuhlmann first heard of our withdrawal from uncontrollable applications in North America following the Progil New York meeting with the people from St. Louis - we knew nothing about this New York meeting. Initially they were suspicious of our motives, thinking we might be trying to exploit the environmental problems in order to introduce superior replacement products, and thus steal a march on competitive PCB suppliers.

DSC/jk
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