Monsanto

FROM (NAME & LOCATION) K. A. SUMMERSIDE

DATE : 7th February 1973 CC:

SUBJECT : AROCLOR & PYROCLOR - SAMPLES FOR TESTING

REFERENCE : KAS/SW

TO : P.J.A. MARSH - BXL

$pk-729.

From the attached correspondence you can see that the EEIA is not satisfied with the proposals we have made for providing samples for component testing etc and one must sympathise with their view as they do with ours.

The fact is Peter we are in danger of being thought to be more concerned about our legal position than about pollution and that can't be good bearing in mind the Body concerned.

When you look at it coldly from the outside we seem prepared for these small users to buy just as much as they wish and do what they like with it so long as they don't get it direct from Monsanto and what the EEIA is requesting is that Monsanto supplies direct against similar undertakings to those given by the big companies but with much smaller amounts involved thereby exercising greater control, but more involvement, than the method we propose. Difficult logic to fault.

Perhaps the way out and still keep the business at a distance is to arrange for an existing Distributor like Lorco or Bentleys to supply to such companies as the EEIA is prepared to sponsor with all parties making our standard undertakings. If they can get the blessing of the DTI, with whom they have discussed the problem, so much the better.

I very much hope it will be possible to come to some more acceptable arrangement than we have proposed so far because I think that is positively harming our image and if we persist in making it difficult for component manufacturers to conduct their normal business it must have some accelerating effect on the decline of the Aroclor filled capacitor and inhibit, to some extent, the growth of the Pyroclor filled transformer.

K. A. SUMMERSIDE

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