DRAFT LETTER TO AROCLOR/PYROCLOR CUSTOMERS

ANNOUCING PHASE OUT OF

PCBs

In January 1977 Monsanto announced its intention of eventually phasing out of the manufacture and sale of its PCB (polychlorinated biphenyl) containing products, Aroclor and Pyroclor.

It has been Monsanto's policy to keep government and customers informed of its actions as regards PCBs, either through personal contact or through information released to the press.

As you are no doubt aware, by their nature these products have been shown to persist and accumulate in the environment. For this reason Monsanto has, for several years, voluntarily restricted the sale of PCBs only to the capacitor and transformer applications where previously no acceptable alternatives were available.

The development of alternative products has now reached the point where Monsanto is able to announce a final shutdown of its two PCB manufacturing units in USA and UK. This is scheduled to take place in the summer of 1977 and the purpose of this letter is to notify you that sales of Aroclor, Pyroclor will cease in Europe on 31st October 1977 when the UK manufacturing unit will have been shut down.

In making this decision Monsanto has taken into consideration the availability and acceptability of alternative products and the time scale necessary to develop and incorporate their use into capacitor or transformer manufacture. In the interim it is our understanding that PCBs are available from several other European producers.

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Plans to develop a satisfactory replacement for PCBs have been shelved. This is because it became clear early on that our proprietary

approach would not enable us to compete with the commodity type products being investigated by the industry.

In giving one whole year's notice of its phase-out plans, Monsanto is ensuring that users will have been given a reasonable period in which to ensure continuity of supply of PCBs from an alternative supplier whilst putting into effect possible plans for conversion of manufacture to non-PCB containing products. In the very near future we shall be in touch with you to discuss our proposals in greater detail.