W. S. Clark - General Offices - B3NE

July 29, 1971

E. H. Fording - 1650
W. B. Papageorge - B2SK

SONNENBORN BUILDING PRODUCTS

Your Call Report of 7/21/71

Jan Smoke
1650

The polysulfide market has accepted two Monsanto plasticizers, Aroclor 5432 and Santicizer 335, as replacement products for our withdrawn Aroclor 1200 Series. This would indicate that it is possible to formulate around Aroclor 1248 and 1254, and that the recourse to Japanese "Aroclors" is at least partially a matter of convenience. The problems with this course of action should actually be of more concern to Sonnenborn than to Monsanto. With the anti-PCB activity reaching a new peak, there are a great many questions asked by such people as Congressman Ryan and other people concerned with ecology. Monsanto has always borne the brunt of these questions as the only U. S. supplier of these materials. However, if it comes to light that some companies are importing Japanese PCBs, the pressure to cease and desist will be enormous.

Please do not misunderstand the intent of these comments, and please be very careful not to give Sonnenborn the wrong impression. Monsanto has no intention of disclosing the names of any organizations who are importing PCBs. We have withstood such pressures in the past, and I trust we will continue to do so. The point is Japanese PCBs are an extremely unreliable source of plasticizers. The government could act very swiftly to eliminate all imports of these products. Incidentally, you may or may not know that Japan has banned the use of PCBs in Japan. They evidently just don't feel too concerned about exports.

Inasmuch as Sonnenborn is a valued customer, I feel that it is our duty to comment on the risks they are taking. Please plan to talk with them about this. Also, please give me a call prior to actually going in to see them.

Thanks.

DSW 178135



Willis S. Clark

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