GENERAL ELECTRIC
COMPANY

JOHN STREET, HUDSON FALLS, NEW YORK 12839 ... AREA CODE 518, TELEPHONE 747-3341

CAPACITOR
DEPARTMENT

March 31, 1971

Mr. Thomas L. Gossage
Monsanto Company
800 North Lindbergh Blvd.
St. Louis, Missouri 63166

Dear Tom:

In the past, the relationship between our two companies has been primarily that of customer-supplier. Technical interactions have been pretty much limited to improved test method development programs and the exchange of these data from the mutual continuous monitoring of quality.

Recently, Aroclors generally have become objectives of environmental concern. This has stimulated the need for much greater research efforts in Monsanto. New grades of Aroclor fluids which will be less persistent as environmental pollutants are in the process of being tested, and if they prove to be satisfactory, become candidates to replace the traditional Aroclor fluid that has been the backbone of GE-Monsanto relationship.

For the reasons cited above, it has been suggested that a closer technical working relationship between Monsanto and GE, Hudson Falls, be developed. A technical agreement was discussed which would have the following benefits:

1. Monsanto would have available to it a capacitor testing facility backed by a competent research staff that would be able to run tests and report its findings on promising fluids. This would give Monsanto application knowledge that would be virtually impossible to duplicate elsewhere.

2. Testing programs on dielectric fluids are very costly and require a great amount of expensive equipment and concentrated effort. With a technical agreement, promising fluids which would show substantial economic benefits or outstanding dielectric capabilities could be tested and data developed that would be mutually beneficial to our companies.

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When the true potential of the above consideration is evaluated, it is easily recognized that a reasonable payment established on a per pound basis is a rather nominal charge for making such facilities and personnel available for developmental and research work. There is no indication that the efforts of our research laboratory will be reduced in the foreseeable future, and GE expects to continue to be a product leader with new innovations, dielectric systems and applications. A technical agreement can be the means by which Monsanto can gain application knowledge, and to a much greater degree participate directly in the application of their fluids.

It is hoped that this letter, with some of our thoughts, can be of use to you in your efforts to promote a closer relationship between our companies. Should you have any questions in regards to some of the points we discussed at our previous meeting, please feel free to call me. You can well understand we are looking forward to a prompt reply from you.

Yours very truly,

R. T. Abbe
Manager-Materials

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