

Monsanto

FROM (NAME & LOCATION)

B2SC - Cumming Paton

DATE

April 24, 1972

cc:

SUBJECT

PCBs

REFERENCE

TO :

Regional V.P.s
Sales/Marketing Directors
Sales Managers

See attached.



Cumming Paton

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DISTRIBUTION LIST

H. S. Bergen	B2SL	M. F. X. Gigliotti	C3SC
W. R. Corey	B2SL	R. S. Baker	B2SB
D. E. Roush	B2SC	D. L. Sliney	B2SB
J. J. Roder	B2SC	J. C. Larkin	B2SG
P. G. Benignus	B2SC	T. G. Iversen	1650
P. L. Slayton	1650	W. S. Parilla	G4NN
E. L. Shimley	1010	E. M. Connors	1550
H. R. Ford	1070	B. MacDonald	B3SB
D. R. Hansen	1800	W. J. Adcock	B3SB
B. G. Tibbetts	B2SE	R. H. Miller	1650
L. D. Shand	B2SD	D. W. James	1550
T. L. Gossage	B2SL	R. G. Potter	1210
N. T. Johnson	B2SF	D. W. Witt	1180
R. Davis	B2SC	A. B. McMillan	G4NN
W. S. Clark	B3NC	R. Pier	1010
E. Greene	A2NA	D. E. Marriner	B3SA
J. F. Stapleton	B2SA	D. A. Olson	B3SA
W. B. Papageorge	B2NK	T. M. Sarsfield	1650
R. L. Brandenburger	1800	W. J. Gissendanner	1180
R. T. Clark	1650	H. L. Ditty	B3SG
D. J. Murphy	1320	R. E. Bilger	B3NA
S. F. Pickard	1920	A. R. Hempel	B3NJ
F. T. Mitchell	C2ND	C. R. Groninger	B3NJ
H. L. Weyen	C2NE	O. L. Ryser	1460
G. McCloud	1320	D. F. Beason	1180
C. Bruce	1230	F. G. Lawicki	1010
E. H. Finsilver	C3SA	A. L. Smith	1800
A. L. Bonuto	1140	W. S. Ellsworth	1650
R. S. Mistretta	1510	J. E. Springgate	B3NA
T. P. Ralles	1800	W. E. Schalk	B3NJ
T. R. Bidgood	1510	J. K. Lilly	B3NH
J. H. Morrison	1180	A. G. Eades	B3NJ
S. L. Nunneley	1070	R. N. Brell	B3NH
R. L. Walter	C3SA	D. H. Bechtold	1180
D. A. Peterson	1510	E. C. Wilde	1010
D. C. Lewis	C3SA	J. J. McNamara	1650
W. G. Nelson IV	C3SA	F. G. Sutton	1940
S. A. Munroe	1180	J. D. Wright	B3NB
L. J. Steber	1950	R. V. Johnson	1130
G. J. Juskaitis	1050	E. H. Fording	B3NJ
C. Phillips	1830	A. Obel	B3NA
R. T. Braun	C3SB	H. B. Cheney	1010
G. B. Luce	C3SB	J. D. Henninger	1010
A. J. Rinaldi	1550	T. N. Pollard	1010
J. P. O'Leary	1950	E. T. Mollica	1010
R. E. Hatton	B2SF	J. H. Davidson	B2SF
F. H. Langenfeld	B2SF		

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L. L. Longworth	1410
J. V. Waggoner	E3NG
C. P. Fullerton	E3NG
A. W. Andrews	E2SA
J. H. Sheehan	E2SA
W. H. Bromley	E3SA
R. J. Mason	E3SA
M. F. McManus	E3SA
P. W. Runge	E3SH
W. J. Heberle	E3SH
A. Saladino	E3SH
A. C. Ferguson	E3SH
W. D. Hill	E2NG
F. Bushong	1650
R. E. Burke	E2NA
G. C. Clark	1010
S. R. Harwell	1160
P. E. Gregoriou	1650
C. C. Kennedy	1650
R. W. Harrison	1650
L. A. Cohn	1070
J. W. Tucker	1070
R. C. Sparacino	1070
D. R. Fischer	G3NC
J. P. Mathias	C3NJ
D. A. MacDonald	C3NC
H. M. Fisher	1940
M. R. Blouin	1070
G. G. Scott	1560
B. W. Adcock	1590
C. A. McGowan	1800
D. D. Scheerhoorn	
R. R. Lane	1490
M. S. Albertson	1570
N. A. Sinclair	1310
W. L. Caff	
R. E. Blackwelder	1270
E. E. Jordan	1470
D. E. Seitz	1470
P. Sykes	1270

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PCBs

The attached letter was sent out April 22 to over 1900 Monsanto customers who appear on our sales runs as having purchased the following PCB-containing products:

Therminol[®] FR Heat Transfer Fluids
Aroclor[®], Inerteen or Pyranol Dielectric Fluids

We are sending it to your attention in case your customers bring the matter up.

Heat Transfer

Last December we announced discontinuation of PCB sales for heat transfer purposes (namely Therminol FR Series). Please note that we still carry our non-PCB heat transfer fluids (Therminol 55, 66, 77 and 88). We still have the services of a conversion team available to assist customers in changing out FR systems.

Dielectrics

We now sell only to capacitor and transformer manufacturers and then only if that manufacturer has signed a Hold Harmless Agreement which is backed by assets and/or insurance considered meaningful protection by Monsanto.

We have discontinued sales of transformer and other dielectric fluids to customers who either "topped-up" or refilled transformers or whose business did not qualify them as original dielectric equipment manufacturers. We have notified all such customers on record of this decision and directed them to approved OEMs for their requirements. You may meet some customers who may not feel too happy with this decision since many industrial concerns use askarel (PCB) transformers. We stand by our decision and these customers should still be able to obtain fluid since OEMs representing over 95% of Monsanto's dielectric fluids sales have full approval to continue buying from us.

Customer Questions

We stand ready to answer customer questions and render assistance where we can. Direct inquiries to:

1. Heat Transfer Conversions : (314) 694-2514 - Ask for conversion engineer.
2. Dielectrics : Paul G. Benignus (314) 694-2513

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3. PCB Legislation and
Environmental Control : W. B. Papageorge (314) 694-4051

If you have further questions, please call me at (314) 694-2520.

Thank you.



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