AF

June 19, 1970

Mr. Joe Giordano
[redacted] Chemical Corp.
410 Jersey Avenue
Gloucester City, New Jersey 08030

Dear Joe:

As you can imagine our conversation on 6/18 has upset me to no end as the last thing Monsanto wants is an unhappy customer. I'm sure that you understand that our decision on this matter was dictated by our responsibility to the world community and by our responsibility as businessmen.

I sent you a copy of an article which recently appeared in a Michigan paper. I have enclosed a copy of another article which appeared in a St. Louis paper last week. After you have an opportunity to read these articles which are only two of many, you may have a better understanding of the pressures and tremendous concern that Monsanto is faced with.

In all fairness and honesty, I sincerely believe that we are doing the right thing and in the proper manner. To remove from the market place within a few months a business, which has been developed after years and years, presents tremendous logistical and production problems. Our overriding responsibility in marketing is to look after our customers' interests and needs and fulfill these needs to the best of our ability. I am delighted that it appears we will be able to fill your order.

As you will read in the attached article, we have been under tremendous public and government pressure to reveal who our customer are, what they're doing with the products, and how much they are buying. We have resisted this pressure so far out of loyality to our customers.

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bcc: Willis Clark - SL



Joe, I could go on and on attempting to explain and clarify the picture. I can fully understand the inconveniences this is causing Products Research and can only ask that you look at the full picture and subsequent ramifications which effects us all as citizens and businessmen.

We certainly have appreciated the business and confidence Products Research has placed with us, and will look towards building a position with you in the future as a responsible supplier of raw materials.

Respectfully,

Robert M. Krall
Regional Sales Manager
Plasticizers

RMK/ma

Enc.

cc: Mr. Joe Galli - Products Research
Mr. E. G. McCabe - Monsanto

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