PCB/PCT ACTION PLAN

Heat Transfer Fluids

ACTION	ASSIGNED TO	TARGET DATE	ACTUAL DATE	REMARKS
U. S. DOMESTIC				
1. Notify key customer	WRC,HSB, TLG	12/20	12/28	
2. Mail customer notification	CP	12/15	12/16	
3. Terminate sales FR fluids		12/15	12/15	Exception - Goodyear
4. Special undertaking with Goodyear	WRC,JFS	2/15	2/11	
5. Organize conversion team	CP	12/15	12/15	
6. Establish returned material liability	WBP,JFS	1/15		
7. Notify Monsanto installations	WBP	1/15	1/14	CED notified on 2/1/72
8. Develop conversion bulletin	CP		Jan.	
9. Recheck off-shore installations -Gulf of Mexico	CP	2/28		
10. Notify OEM's by mail		1/31	~~2/15~~	
11. Follow-up visit to OEM's	CP	2/28		
12. Evaluate response; review policy	CP	4/1		
U. S. EXPORT				
1. Canada				
a. Notify customers	DG	1/31	12/23/71	
b. Notify govermental agencies	DG	1/31	12/28/71	
c. Notify OEM's	DG	1/31	12/28/71	
d. Terminate sales	DG	1/31	1/7	

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PCB/PCT ACTION PLAN

Heat Transfer Fluids

ACTION	ASSIGNED TO	TARGET DATE	ACTUAL DATE	REMARKS
U. S. EXPORT (Cont)				
2. AEPC				
a. Notify country managers	GEW	1/31	1/20	
b. Terminate sales	GEW	1/31	1/31	
3. Latin America				
a. Notify managers	FJC	1/31	1/20	
b. Notify agents	FJC	1/31	1/19	
c. Terminate sales	FJC	1/31	1/31	
4. Australia/Asia-Pacific				
a. Notify manager	EG	1/31	1/14	
b. Terminate sales	EG	1/31	1/31	

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PCB/PCT ACTION PLAN

Dielectrics

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ACTION	ASSIGNED TO	TARGET DATE	ACTUAL DATE	REMARKS
U. S. DOMESTIC				
1. Notify customers of restrictive sales policy.	HSB	12/31	12/21	Six additional mailed on 1/7/72
2. Terminate sales to non-approved customers	HSB,TLG	1/15	1/14	
3. Notify customers replacement fluid available from original equipment supplier.	TLG	1/31	~~2/8~~	
4. Notify original equipment supplier he must supply replacement fluid.	TLG	1/31	~~2/8~~	
5. Notify customers using dielectrics in magnets, motors and switch gear of restrictive sales policy	TLG	1/31	2/4	
6. Notify customers of procedure for returning scrap fluid.	PGB	1/31	1/25	
U.S. EXPORT				
1. Canada				
a. Notify customers of restrictive sales policy	DG	1/31	1/6	
b. Terminate sales to non-approved customers	DG	1/31	1/31	
2. AIPC Latin America Australia/Asia Pacific				
a. Inform area directors of policy	EG		1/14	
b. Notify customers of restrictive sales policy	WAM's	1/31	1/21-31	
c. Check enforceability of hold-harmless letter in appropriate countries.				
d. Terminate sales to non-approved customers.		3/31		

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PCB/PCT . TION PLAN

Industrial Fluids

ACTION	ASSIGNED TO	TARGET DATE	ACTUAL DATE	REMARKS
Santovac				
1. Phase Out	~~CLB~~	1/1	1/1	
Turbinol				
1. Present alternate fluid to G.E. and Texas Eastern	CLB	1/31	1/31	
2. Begin field trial alternate fluid at T. E.	CLB	5/1 ~~4/1~~		Field trial date will depend on length of winter and T.E.'s inventory of Turbinol 153.
3. T.E. transition to new fluid Turbinol 30E/50E literature Turbinol for bearing literature Price sheets	CLB	6/30		
Pydraul				
1. Finalize reclamation program	CLB	3/15 ~~2/15~~		Being reviewed now
2. Visit top accounts	CLB	1/30	1/30	Completed-Favorable reactions of practically all accounts.
3. Mail out customer notification	CLB	1/31	1/31	
4. Selector I & II Factory Mutual approvals	CLB	2/7	2/7	
5. Visit all accounts	CLB	2/15		
6. Aroclor 6037 replacement	CLB	3/15 ~~2/15~~		
7. Aroclor 5460 replacement	CLB	2/15		
8. Selector II informal price sheet	CLB	~~2/21~~ 3/13		
9. Selector II, 1st literature	CLB	~~2/29~~ 3/13		

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Industrial Fluids

Pydraul (Cont)	Assigned TO	Target Date	Actual Date	Remarks
10. Application for approval at Bureau of Mines	CLB	~~3/1~~ 3/15		
11. Finalize advertising program	CLB	~~3/1~~ 3/20		
12. Formal price sheet, Selector I & II	CLB	4/1		
13. Start warehousing new fluids	CLB	4/1		
14. Stop stocking warehouses with PCT fluids	CLB	4/15		
15. Start delivering new fluids	CLB	~~4/15~~ 3/20		
16. No old fluid accepted for credit after this date	CLB	5/1		
17. Stop manufacturing PCT fluids	CLB	5/1		
18. Consolidate PCT warehouse stocks	CLB	5/1		
19. Sell last of PCT fluids	CLB	5/30		
20. Bureau of Mines approval	CLB	6/1		
21. Incinerate any remaining PCT fluids	CLB	6/30		
22. Issue revised sales forecasts	CLB	~~7~~,3,4,5, 6/1	2/1	
23 Final Pydraul literature, Selector I & II		5/1		
J. S. Export				
1. Write plan to withdraw all PCT fluid sales after 6/30/72 and convert to new products.	CLB	~~2/15~~ 4/1		

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PCB/PCT ACTIO. PLAN

Plasticizers

ACTION	ASSIGNED TO	TARGET DATE	ACTUAL DATE	REMARKS
U. S. Domestic & Canada				
1. Generate withdrawal plan:				
a. Get time table approved	WSC	12/10	12/10	
b. Get "Rationale" approved	WSC	12/10	12/12	
c. Get customer/distributor letter approved	WSC	12/10	12/18	
d. Notify Plasticizer personnel	WSC	12/20	12/20	
e. Notify ex-plasticizer personnel	CP/WSC	12/20	12/20	
f. Set up controls for final shipments w/COP Dist.	WSC	12/23	12/22	
g. Set sales limits for all customers w/reg. mgrs.	Reg. Mgrs.	12/28	1/4/72	Travel schedules caused delays.
2. Customer Notification:				
a. Generate key acct. list	WSC/JDW	12/10	12/8	
b. Set up trips for Mgmt pers.	WSC	12/16	-	Delayed pending initial customer contact.
c. Mail "Withdrawal" package to field salesmen	WSC	12/17	12/16	
d. Send wire to reg. mgrs/ salesmen	WSC	12/20	12/17	
e. Make calls on regional offices	WSC	12/20	12/17-20	Done by telephone
f. Notify	WSC	12/17	12/17	
g. Key customer calls	Field Sales	12/21 12/31	12/21 12/31	
h. Contact all customers by telephone	Field Sales	12/31	1/7/72	This is probably 95-98% complete.
i. Formal customer notification by mail.	WSC	12/31	12/31	

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Plasticizers

ACTION	ASSIGNED TO	TARGET DATE	ACTUAL DATE	REMARKS
U. S. Domestic & Canada (Cont)				
3. Replacement Program:	Reg.Sales			
a. Generate replacement suggestions		12/20	12/20	
b. Publish replacement info to field sales force	WSC	12/31	1/7/72	Delayed pending input from AWMC and by WSC.
c. Continued contact w/ customers	WSC/Reg.Sls. Field Sales	3/31		
4. Termination	WSC	3/31		
U. S. Export				
1. Generate withdrawal plan			12/27	Key plasticizer actions generated by Gossage, Bergen, and Corey.
a. Published letter to LePage and Simpson	WSC		12/20	
b. Notified all world area mgrs. of 3/31/72 date	WSC		12/23	
c. Detailed plan published to World Area Mgrs.	WSC		1/4/72	
2. Customer Notification:				
a. Approved letter wired to all World Area Mgrs.	WSC	?	1/19/72	
b. Letter sent to customers	WAM's	12/31		Written confirmation received on all world areas except South America and a couple of accounts in Asia Pacific.
3. Replacement Program:				
a. Generate replacement suggestion and distribute	WSC		1/10/72	
b. Continued contact w/customers	WAM's	3/31/72		
4. Termination - PCT's	WAM's	3/31/72		
- PCB's	WAM's	1/31/72	1/31/72	Australia & Latin America ceased sales on 12/31/71.

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TOWOLDMON0058830

PCB/PCT ACTION PLAN

MONSANTO EUROPE

ACTION	ASSIGNED TO	TARGET DATE	ACTUAL DATE	REMARKS
1. Dielectric Fluids:				
a. Review Monsanto legal liability situation	PJM		3/	
b. Notify customers of restricted sales policy.				
c. Terminate sales to non-approved customers		3/31		
d. Terminate sales to "service" users		3/31		
2. Heat Transfer Fluids:				
a. Notify customers of termination of sales		1/31	1/31	
b. Notify OEM's of policy				
c. Terminate Santotherm FR sales		1/31	1/31	
3. Industrial Fluids:				
a. Notify distributors of termination of PCB Pydrauls		1/31	1/31	
b. Notify customers of termination of PCB Pydraul		1/31	1/31	
c. Notify OEM's of termination of PCB Pydrauls		1/31	1/31	
d. Terminate PCB Pydrauls		1/31	1/31	
e. Notify customers of termination of Santovac 1 and 2 Sales		2/1	2/1	
f. Terminate Santovac 1 & 2 sales		1/31	1/31	
g. Notify distributors of termination of PCT Pydrauls		2/1	2/1	
h. Notify customers of termination of PCT Pydrauls		2/1	2/1	
i. Notify OEM's of termination of PCT Pydrauls		2/1	2/1	
j. Terminate PCT Pydraul sales		6/30		
k. Develop plan for European mine applications	WRC, EJP, JM			

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MONSANTO EUROPE

ACTION	ASSIGNED TO	TARGET DATE	ACTUAL DATE	REMARKS
4. Plasticizers:				
a. Notify customers of termination of non-electrical PCB sales.			1/31	
b. Terminate non-electrical PCB sales		1/31	1/31	
c. Notify customers of termination of PCT sales			1/31	
d. Terminate PCT sales		3/31		

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PCB/PCT CTION PLAN

MMK

ACTION	ASSIGNED TO	TARGET DATE	ACTUAL DATE	REMARKS
JAPAN				
1. Plasticizers				
a. Discontinue sales of PCB			12/31/71	
b. Discontinue sales of PCT		7/1		
2. Dielectric Fluids				Legal counsel advises hold-harmless letter probably not enforceable in Japan.
a. Notify customers of termination of sales				
b. Terminate sales		7/31		
3. Heat Transfer Fluids				
a. Terminate sales to new installations		3/31		Proposed exception: Sumitamo Chemical
4. Exports				
a. Terminate non-electrical PCB sales		1/31	1/31	
b. Terminate unapproved dielectric sales		3/31		
c. Terminate all dielectric sales		6/30		

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