Conversion of Unapproved Therminol FR Systems

(Domestic U.S. customers only)
Effective: November, 1971

1. No more free fluid is planned for any account.
2. Flushing fluid where needed will be sold at $0.90 per gallon FOB plant. We will in fact ship Therminol 55 not 66.
3. The aim in each conversion is to refill with Therminol 66. In letters to customers only Therminol 66 should be offered. On personal visits Therminol 55 should be offered only as a last resort or if petroleum oils are a definite threat.
4. Stress that top-ups with Therminol 66 will cost ~$1.10/gallon less than Therminol FR-1. If the conversion coincides with a top-up or drain-out the cost of conversion is further reduced.
5.

FR Conversion to	T-55	T-66
1. Return freight on drained FR.*	Borne by the customer.	Absorbed by Monsanto.
2. $0.03/lb. incineration cost.*	Absorbed by Monsanto.	Absorbed by Monsanto.
3. Discount price on refill only (FOB) plant	No discount given.	
Bulk		$0.28/lb.
40 dr. and over		0.30
5-39 drums		0.33
1-4 drums		0.35
4. Duration of offer	45 days	45 days

*We will not pay return freight nor absorb incineration costs if a customer elects to switch to a competitive fluid. We will absorb freight and incineration costs only on a volume no greater than refill fluid plus flushing fluid (if provided).

0008167

PCB-ARCH0743231

6. These offers correspond to a total discount of ~$0.35/gallon for Therminol 55 and ~$1.00/gallon for Therminol 66. (Because of lower specific gravities the refill weight of T-55 and T-66 will be much less than FR. Consequently incineration costs when set against T-55 and T-66 will be around $0.04 to $0.047/lb.

   We should still have a good competitive edge in getting Therminol 66 (hopefully) or 55 as FR replacements.

7. Past conversion offers which have lapsed time-wise and have not been accepted by customers are void. The new conditions will now apply.

8. Sealed containers of unused Therminol FR which customers may have in stock will be accepted for full credit if they are returned to Sauget freight prepaid.

9. Product group help is available where needed.

PCB-ARCH0743232