

Monsanto

FROM (NAME & LOCATION)

H. S. BERGEN - B2SL

JUN 26 REC'D

DATE

June 26, 1972

CC:

SUBJECT

PYDRAULS FOR GERMAN MINES

REFERENCE

TO

PLEASE ROUTE TO:

- 1) ~~J. F. Stapleton - B2NA~~ *AS PARK*
- 2) W. R. Corey - B2SL
- 3) H. S. Bergen - B2SL

As you know, our approved policy on selling Pydrauls to the German Mines is that we are permitted to do so until substitutes can be found and approved (assuming of course no German laws banning PCB's, etc., are passed in the meantime).

The attached telex from Peter Marsh and Keith Fletcher summarizes the current position on this subject as well as their suggestion on how we define our supply commitment to this market.

My recommendation is that we accept the proposal Peter makes and that we continue to supply indefinitely our PCB Pydrauls subject to the contingencies he outlines and secondly, that we continue to pursue approval on other non-PCB & PCT containing Pydrauls based on other formulations.

I certainly do not feel we should lose market share at this time, particularly since Bayer themselves are supplying an Aroclor-1242 type product now to the German Mines.

If the three of us are in agreement then I think we should seek final concurrence with Pres Cunningham so that he clearly understands where we stand and what our future posture will be.

Please indicate your comments and/or approval either on this memo or by separate attachment.

Howard
H. S. BERGEN

/jfb
Attachment