BCC:
W.T. Vreeland
D. Wood

Monsanto

MONSANTO INDUSTRIAL CHEMICALS CO.
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

February 20, 1978

Mr. John Hutzler
Aerovox Industries, Inc.
740 Belleville Avenue
New Bedford, Massachusetts 02741

Dear John:

Further to our conversation last week, we are sending you, under separate cover, 5 gallons of Santicizer* 261 alkyl benzyl phthalate. As you are aware we discontinued work on phthalate esters as PCB replacements because of the clean-up difficulties. We are very interested in the improvements you may have made in clean-up procedures because the D_k of Santicizer 261 is almost identical to Aroclor 1016 and about 0.4 units higher than DOP.

You may be interested in the capacitor life tests we ran on Santicizer 261. This data is attached. In addition, we are enclosing a data sheet on Santicizer 261. Please note that only the properties marked with a dot form our sales specification for plasticizer grade. The other properties listed are "typical" values.

Pricing of plasticizer grade Santicizer 261 is as follows:

Bulk (T/C or T/T)	$0.39/lb.
T/L drums (46 drum min.)	0.45
10-45 drums	0.47
1-9 drums	0.50

FOB Bridgeport, N.J. Terms Net 30 days.

For electrical grade product these prices could be subject to revision subject to our ability to supply material to the electrical specifications requested.

Once you have had an opportunity to test Santicizer 261 we would like to meet with you and discuss your results. If there is further information you require, please do not hesitate to get in touch.

Yours Sincerely,

C. Paton
Manager, Commercial Development
Plasticizers Division

CP/cc
Attachment
*Registered Trademark

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