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RLS/IS

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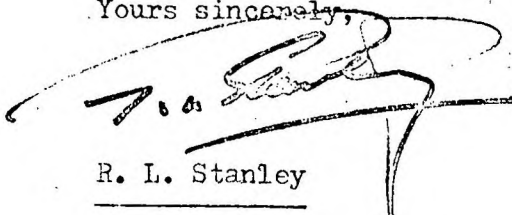
Dear Mr. Churchill,

I apologise for not replying to your letter of 28th December sooner, but I have been in the process of establishing with my members whether they would agree that the proposals put forward by your Management in St. Louis could be acceptable to them.

We feel that your proposals still place our members in the most invidious position of having to ask a customer to enter into totally unnecessary administration work, which although in some cases would be undertaken willingly, would on occasions doubtless lead to severe embarrassment. We have also noted that quite frequently our members are required to undertake both development work and routine testing for insulation customers overseas, many of whom are in direct competition with the home market customers from whom you propose they should obtain their supplies of PCB's.

I appreciate that in this matter you are obliged to conform with the policy established by your parent company in the United States, but I would suggest that they may not have fully appreciated the difficulties with which they have faced my members, and I would therefore ask that Messrs. Monsanto Chemicals re-consider their decision and propose a solution whereby insulation manufacturers are given direct access to the small quantities of PCB's they require.

Yours sincerely,


R. L. Stanley