



MITSUBISHI CORPORATION

(MITSUBISHI SHOJI KAISHA, LTD.)

TELEX:

Nos: TK2222 to TK2225

ANSWERBACK CODE:

MITSUBISHI TK

6-3, MARUNOUCHI 2-CHOME, CHIYODA-KU, TOKYO, JAPAN

MAIL ADDRESS:

C. P. O. BOX 22, TOKYO 100-91 JAPAN

PHONES:

TOKYO (210) 2121

CABLE ADDRESS FOR THIS BUSINESS:

MITSUBISHI INL TOKYO

CABLE ADDRESS FOR GENERAL USE:
MITSUBISHICORP TOKYO

YOUR REF.

IN REPLYING
PLEASE QUOTE

OUR REF. NL-P110

TOKYO February 28, 1972

Mr. H. S. Bergen
Director
Specialty Product Group
Monsanto Industrial Chemical Co.

Dear Mr. Bergen,

We have received a letter dated January 31 from Monsanto Japan Ltd. stating that you have decided to stop manufacturing of the current Pydraul fluids and to replace them with new series containing no chlorinated components, effective June 30, 1972.

Although it is not certain at present stage whether such new series could be accepted from the standpoints of price, quality and compatibility with current fluids (Pydraul 312, 320, 312-A and mixtures thereof), we assure you that we will do our best to cooperate with you in your decided policy and endeavour to make our customers convert smoothly to the newly formulated Pydraul, working together with Matsumura Oil and Mitsubishi Oil.

Meantime, PCB has, as you know, been seriously criticized in public as one of environmental pollution sources and accordingly the Ministry of International Trade and Industry has recently announced that the use of PCB for open systems must be banned and PCB in stock at customers' must be returned to the manufacturers.

Under these circumstances, Japan Casting & Forging Co. who is using Pydraul 312, has strongly claimed that Monsanto, as producer and sales promoter, should remove such harmful PCB-containing fluids from the systems and dispose of safely as soon as possible at your expenses and also offer some discount for the price of new Pydraul formulation when it will be adopted in future.

Besides JCFC, there are many customers in Japan who are still using PCB containing fluids mixing with 312-A grades in their hydraulic systems. Some of them asked us to analyze PCB volume in the leak fluids which are afraid to be carried downstream and also PCB gas volume in the air surrounding the system in operation with Pydraul. We fear that they might also request us, as was done by JCFC, to take back Pydraul 312, 320 and mixtures thereof with 312-A now being used and to compensate the customers for the fluids removed, which must be incinerated safely at your expenses and we further

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fear that some portion of our present inventory might remain unsold.

The fact being as explained above, we would like to ask you to support us by meeting following requests,

1. You will accept to bear the entire charges necessary to withdraw and incinerate old fluids when we are forced to do so.
2. You will accept to take back our inventory which may remain unsold in future.
3. You will instruct Mitsubishi Monsanto Chemical Co. to cooperate with us on the incineration of the old grade Pydraul at their incineration facility which is a only plant available in Japan for that purpose.
4. You will instruct MMK to work with us on the analysis of PCB content in air or water at customers' sites.

We would greatly appreciate that you will understand our hard situation and accept the above mentioned requests so that you may maintain your reputation firmly established in the Japanese market. Looking forward to your earliest reply, we remain

Very truly yours,

MITSUBISHI CORPORATION
(MITSUBISHI SHOJI KAISHA, LTD.)


General Manager of Lubricants & Specialties Dept.

TM/kk

CC: Mr. T. L. Gossage, Director of Sales - MICO
Dr. J. R. Durland - MMK
Mr. T. Ishijima, Market Manager - MJL