

MITSUBISHI MONSANTO CHEMICAL COMPANY

FROM LOCATION : Tokyo

cc: Messrs.

DATE : January 7, 1970

* D. A. Olson

* D. Danna

SUBJECT :

REFERENCE :

TO : Mr. Howard S. Bergen *
St. Louis, Mo.

Dear Howard:

Attached is a xerox copy of a recent study of the hydraulic fluid and potential Pydraul market in Japan. You will note the heavy dependence on phosphate ester-based fluid. The assumption has been made that the Aroclor content of Pydraul would be about 50%. However, this can be drastically changed if these products are re-formulated.

The total demand for hydraulic fluids is growing at an attractive rate. The participation of Pydraul is most uncertain, however, because of the re-formulation, testing and qualifying which will be required, the net effect for MMK seems to be that we can only stand by until the situation is defined in St. Louis. I have told my people here that at least six months will be required for research work on re-formulation. Nevertheless, I shall be most interested in receiving progress reports or any summaries of your modified business strategy.

Best regards,


J. R. Durland

JRD:fu
Encl.*

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