

CALL REPORT

COUNTRY Germany	SALESMAN'S NAME J. Hagcart	REPORT NO.	DATE 27.5.69	DISTRIBUTION & see next page.
CUSTOMER'S NAME Bayer				☐ FOREIGN SLS. REP. ☐ PROD. SUPV. ☐ PROD. MGR. ☐ DIR. OF SALES ☐ DIR. AGENCY REL. ☐ SLS. SERV. ☐ CALL REPORT FILE ☐ CUSTOMER FILE ☐ ST-LOUIS ☐ J.R.Fallon-St.L ☐ W.R.Richard-" ☐ EP Wheeler-" ☒ RE Keller " RJ Heugan Bx.
ADDRESS Leverkusen - 12/5/69				
TYPE OF BUSINESS				
CALLED WITH E.P. Wheeler / R.E. Keller				
PERSONNEL SEEN - FULL NAME AND FULL TITLE			MONSANTO INTERNATIONAL ON OFF	
EXPANSION PLANS				INVENTORY POSITION

RE Q U I R E M E N T S	PRODUCT & GRADE	CONSUMPTION PER YEAR	PRICE	END USE	SUPPLIER

REMARKS : RATE THE ACCURACY OF INFORMATION WHEREVER POSSIBLE, I.E. 1. - ACCURATE, 2. - FAIRLY ACCURATE, 3. - JUST A RUMOR.

Subject: Toxicity of Aroclor polychlorinated biphenyls

Present for Bayer: Dr. Ernst Knust - Technical Mgr. Electrical Products
 Dr. Erlicher - Medical Dept. Mgr.
 Dr. Frezer - Pesticide Residues Research
 Dr. J. George - Plant Mgr.
 Mr. E.Martin - Commercial Dept.

Bayer manufacture approximately 5,500 tons per annum of PCB's broken down as follows:

Electrical uses 4,500 tons
 Paint & lacquers over 1100 tons
 Misc. uses very little

PCB's are not sold for use in lubricants for physiological reasons. They reasoned that bearings get hot and that oil vapours containing PCB's would be a hazard.

ACTION REQUIRED

DSW 231137



2. Call Report / J. Haggart - May 27, 1969

They listened to all that we were planning to do and since the meeting contained representatives of only the electrical people, who are concerned mainly with closed systems, there wasn't any great anxiety about this matter. However, their medical man said that they will make a statistical study of the health of the workers at their Aroclor plant to compare those in heavy exposure with those in light exposure and also with workers on other plants.

They might also be prepared to do some work on fish and animals.

ACTION

JNH arranged for samples of Bayer materials to be sent to R.E. Keller, St. Louis

EPW It was agreed that Dr. Knust would be our contact for communication purposes.

J. Haggart

distribution con't.

V.J. Heroufousse - Brussels
P.T. Simon - Dusseldorf
P.G. Benignus - St. Louis

DSW 231138

STLCOPCB4053771

CALL REPORT

COUNTRY	SALESMAN'S NAME J. Haggart	REPORT NO.	DATE 27.5.69	CONT. 1 page	
CUSTOMER'S NAME Prodelec Research Laboratories, Decines				☐ FOREIGN SLS. REP. ☐ PROD. SUPV. ☐ PROD. MGR. ☐ DIR. OF SALES ☐ DIR. AGENCY REL. ☐ SLS. SERV. ☐ CALL REPORT FILE ☐ CUSTOMER FILE ☐ ST-LOUIS ☐ J.R. Fallon St. 1 ☐ W.R. Richard " ☐ E.P. Wheeler " ☒ R.E. Keller " ☐ E.J. Heroufoss B	
ADDRESS					
TYPE OF BUSINESS					
CALLED WITH E.P. Wheeler/ R.E. Keller					
PERSONNEL SEEN - FULL NAME AND FULL TITLE			MONSANTO INTERNATIONAL		
			ON		OFF
EXPANSION PLANS				INVENTORY POSITION	
RE QUI RE ME NT S	PRODUCT & GRADE	CONSUMPTION PER YEAR	PRICE	END USE	SUPPLIER

REMARKS : RATE THE ACCURACY OF INFORMATION WHEREVER POSSIBLE, I.E. 1. - ACCURATE -, 2. - FAIRLY ACCURATE -, 3. - JUST A RUMOR -

Subject: Toxicity of PCB's (polychlorinated biphenyls - Aroclor type)

Present for Prodelec: J. Coquillon, Prodelec Research Mgr.
P. Jay - his assistant
F. Giolito - Plasticizer Research
Mr. Lombre Analytical services.

Jay made the comment, yet to be verified, that very little of the output of the two manufacturing locations in France is sold for plasticizer applications. If we put their total output at 4,800 tons for electrical purposes and say another 500 tons for plasticizer uses, this would put their total Aroclor type production at 5,300 metric tons.

Jay had been up to see Jensen in Norway and from what we can gather his visit wasn't all that fruitful.

Coquillon made a suggestion that Bayer may have been tipping the residues from earth purification of PCB's in the Rhine and he also pointed out that whereas the infra-red specs of Monsanto and Prodelec products overlapped, the Bayer materials show different peaks. This according to Coquillon is because Bayer use antimony chloride catalysts rather than the iron chloride ./.

ACTION REQUIRED

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2. Call Report by J. Haggart - May 27, 19

catalysts used by the two of us.

From what we gather of their analytical capability they have been using some rather insensitive methods to look at PCB's and after some discussion with Bob Keller, they said they would be buying the necessary equipment to be able to reproduce Jensen's analytical method. It was finally agreed that Progil labs would proceed as follows:

1. When they had the Jensen analytical method from Bob Keller, they would get hold of the necessary equipment and familiarize themselves with the method.
2. When it was in order, they were to start looking at samples from near their factory.
3. They would perfect a method of extracting PCB's from tissue.
4. At this point, they would like to exchange samples with Monsanto to correlate results.
5. When in fact, Monsanto and Prodelec could both get similar results for a given sample, they would decide what to do next.

Effluent

From what we could gather, the residues/effluent etc. from the PCB plants are discharged into soak pits and not into rivers, eventually however, if there was any entrainment of PCB's, this would land up in the Rhone and presumably discharge at Marseille in the Mediterranean.

Action: RE Keller - Send Jensen analytical method to Coquillon
WR Richard - Please note the use of antimony chloride catalysts by Bayer. This claim to give a product with a lighter coloration (more water white)
JNH - arrange for samples of Prodelec material to be sent to RE Keller.

Thank you.

J. Haggart

JH/cb

Distribution con't.

J. Thevenin - Paris

P.G. Benignus - St. Louis

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