POLICY

J. R. Fallon - St. Louis General Office

May 27, 1970

D. E. Roush - St. Louis
D. A. Olson - St. Louis

THERMINOL FR FLUIDS IN APPLICATIONS
RELATED TO EDIBLE MATERIALS

J. N. Haggart - Brussels
T. Katayama - MMK Tokyo
T. W. Oneson - Montreal
C. Paton - St. Louis

Attached are:

1. A memo to our field men explaining what we are doing about applications using Therminol FR as the indirect heat transfer fluid in food cooking and,

2. A letter which all our Therminol FR food users will receive asking them to change to a non-PCB fluid -- preferably Therminol 66.

We are appraising you so that you are aware of what we are doing in respect to these food applications. Because your market and governmental interests are different than ours we make no recommendations to you at this time. We believe, however, that it is prudent to begin discouraging the use of FR fluids in food related application, particularly, if competition is not active.

We will continue our vigorous sales campaign in all other Therminol applications. We will also advise the field men shortly to emphasize the containment and disposal of Therminol FR leakage by using certain procedures which we will control. We will send you a copy and suggest that you implement it particularly where competitive conditions will allow.

In general, the end users we have called on to date have been very appreciative of our informing them and will change to one of our non-PCB fluids.

J. R. Fallon

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Attachment

DSW 312616

STLCOPCB4072602

J. R. Fallon - St. Louis General Office

May 25, 1970

D. E. Roush
D. A. Olson
R. A. Garcia - Akron
N. T. Johnson

THERMINOL FR FLUIDS IN APPLICATIONS RELATED TO EDIBLE MATERIALS

C. L. Clay - St. Louis
J. H. Davidson - Los Angeles
G. F. Fague - Detroit
J. A. Heilala - Pittsburgh
R. F. Irwin - Houston
J. S. Pullman - New York
J. J. Roder - Chicago

Effective immediately, we will no longer sell Therminol FR fluids in any new systems which are connected to food preparation processes. After July 31, 1970, we will no longer sell Therminol FR fluids to users who have systems which are connected to food preparation processes.

Therefore, if you know of new systems in design or installation, then convert the system to Therminol 66. Users of Therminol FR fluids in food applications should be converted to Therminol 66 by July 31, 1970.

We believe these changes are necessary in view of the overall emphasis on ecology as related to personal health, and the anticipated action of the Food & Drug Administration to place a limit on the amount of PCB in food. In the interest of our customers as well as our own we feel the food applications in which the Therminol FR fluids are used should be changed to other non-PCB containing fluids such as Therminol 66.

Certain users, because of the size and complexity of their systems, must be visited personally to discuss the reasons for the change and the techniques of conversion. It appears that the applications that should be changed are edible oil deodorizing and cooking oil frying. Others may be uncovered as certain OEM's and users are contacted.

Attached is a list of users by salesman. Please examine it and compare it with your sales run or customer files. If any users have been missed add them to the list with exact address and the name of a contact, or call me immediately with the information.

Personally contact the larger users by 6/8/70. On this date the attached letter will be sent to all users in food preparation applications.

We will begin to apply the following as soon as possible:

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STLCOPCB4072603

1. No new food installations will be sold Therminol FR. Any systems in the design stage or about to order status should be changed to Therminol 66.

2. No Therminol FR will be sold to customers using it in food processing, after July 31, 1970. Recommend they convert to Therminol 66 as soon as possible by either a simple drain and add procedure or if the system needs it drain, clean and add the new fluid.

3. Make certain the user discusses the alternatives with you or with the original equipment supplier.

In addition, you should discuss the following with the users:

1. If conversion to Therminol 66 is made by July 31, 1970, we will provide a credit of $0.30/gallon. If the conversion is to Therminol 55, the credit will be $0.10/gallon. These credits will apply to all users in food applications.

2. For systems in operation less than one year a credit of $0.30/gallon will be given for each gallon of used Therminol FR returned.

3. Unused Therminol FR in original unopened drums can be returned for full credit plus the freight to warehouse or plant subject to our approval of each situation.

4. We will accept return of all used Therminol FR for disposal if the user pays the drum cost and the freight. Our normal disposal fee of $0.03/lb. is waived due to this unique situation.

The following users will be notified in person:

Frito-Lay Company	Dallas, Texas
*Design Plus Engineering Co.	Waltham, Massachusetts
*Cargill, Inc.	Des Moines, Iowa
*Joe Lowe Corp. (Div. Consolidated Foods	Englewood, New Jersey
*Do-nut Corp. of America	Ellicott City, Maryland
*Honeymead Products	Mankato, Minnesota
*Jiffy Fry Company (Div. Foremost-McKesson)	Crookston, Minnesota
*West Bend Company	West Bend, Wisconsin
*Pillsbury Company	Minneapolis, Minnesota
Wilkins Coffee Company	Landover, Maryland

*Contacted as of 5/27/70.

DSW 312618

J. R. Fallon

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