Monsanto

FROM (NAME & LOCATION) W. A. Kuhn

DATE December 10, 1968

SUBJECT AROCLOR/BIPHENYL PLANNING

REFERENCE

TO : [redacted]

cc H. J. Day HDAY
R. Davis RDAVI
H. D. Harmon HHARM
R. M. Kountz RKOUN
D. A. Olson DOLSO
W. R. Richard WRICH

→ LR

Here are some additional comments on what our current Aroclor/Biphenyl capabilities would be in the event we find ourselves in various limited production conditions.

I have sent copies to each member of the business group along with copies of Day's memo to those who did not receive it.

At a near future meeting, I think we should establish (and then publish) a policy to be followed in protecting our franchise.

W. A. Kuhn

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LR

1/24/69

mfg.

Decisions:

1) Increased stock of flaked Biphenyl by 1 m lbs (H Day's recommendation) (HD)

2) Bill Kuhn furnish cost parameter — 5 yr.

1) T/C's, storage more Biphenyl to Kummins

vs 2) new biphenyl contract with Kum.

3) Bill Kuhn to review mfg cost capability of competitors.

4) D Olson to review — need for offering upgraded elec mark in Dunn.

DSW 200541

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ADDENDUM TO H. DAY'S AROCLOR/BIPHENYL ANALYSIS OF

STORAGE VERSUS DISASTER

If we have:

Shut down of WGK

Biphenyl -- no problem

Liquid Aroclor -- limited to 53$\overline{M}$ #/yr. rate plus starting inventory of 3.5$\overline{M}$ at Anniston

We'd run out in 35 days, at which point we could continue to deliver 145,000 #/day only. If, however, we could ship existing stock out of WGK, we'd run out in 60 days, at which point we could continue to deliver 145,00 #/day only.

Solid Aroclor -- No problem

Shut down at Anniston

Biphenyl -- we'd have 2.7$\overline{M}$ #'s of useful inventory (not tied up at Anniston and excluding flakes.) This would produce 5.4$\overline{M}$ #'s of Aroclor at WGK.

The liquid Aroclor supply (inventory) at WGK would be 2.5$\overline{M}$ #'s.

We could continue to supply Aroclor for sale for 32 days.

If we could ship existing stocks of Aroclor and biphenyl at Anniston, we would have a total supply for sale of 60 days.

If we could ship biphenyl flakes out of Anniston, we would have 30 days of sales.

Solid Aroclor and HB-40 -- In the event of a biphenyl disaster, we could continue to run Solids & HB-40 about 14 days.

If a strike occurred, we would be unable to deliver any of either product until production was resumed at which point we'd have to redistill the Santowax to improve quality. Additional storage of Santowax R has doubtful value, but the storage of some additional "C" may be appropriate.

DSW 200542

W. A. Kuhn

12/10/68