bcc: Bill Wang-5400
R. K. Louis-5330

[redacted] (312)439-5300,
Ext. 254

July 22, 1975

Mr. James Chow
Director of Engineering
National Material Corporation
2525 Arthur Avenue
Elkgrove Village, Illinois 60007

Capacitor

Dear Mr. Chow:

I refer to our conversation regarding your plans to produce capacitors in Taiwan or other locations in the Far East.

Monsanto's dielectric impregnant, Aroclor 1016, is widely used in paper and paper/foil constructions in the U.S.A. and Taiwan.

Our price today for 10 ton shipments to Taiwan is dollars 1130 per metric ton CIF main Taiwan ports.

Aroclor 1016 is a chlorinated biphenyl which some studies have shown may be persistant, an environmental contaminant and possibly injurious to certain forms of bird, aquatic and animal life.

I attach a letter which each of your overseas locations would need to complete and sign before we could undertake supply of Aroclor 1016. This letter is signed by all customers outside of America to cover the case where we ship to and invoice to the overseas location.

Our sales to domestic capacitor/transformer manufacturers are covered by a different policy and require more rigorous undertakings concerning product handling and liability. If, at any stage, you wish to consider purchase within the U.S.A. for shipment to your overseas affiliates, we would need to explain our domestic policies to you in detail.

DSW 020477

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You mentioned a need for samples for evaluation. I attach a form which we ask you to complete and return to enable us to dispatch samples. I also attach a data sheet on Aroclor 1016. Our office in Taiwan is at the following address:

Monsanto Far East Ltd.
Taiwan Branch, 6th Floor
36 Chang An Road, Section 1
P. O. Box 3949
Taipei, Taiwan

Please ask your associates to contact Bill Wang or Eric Liang.

Yours sincerely,

David Wood
Market Manager
Dielectrics

/deb
Attachments

DSW 020478