Monsanto

FROM (NAME & LOCATION): C. Paton - G. O.

DATE: November 6, 1972

cc: D. Goodwillie - 5080
T. L. Gossage/H. S. Bergen - B2SI

SUBJECT: CANADA/PCB PRESENTATIONS

Canada pf

REFERENCE:

TO : W. B. Papageorge - B2NA
P. G. Benignus

Dave Goodwillie, Tom Oneson and I spent some time in Winnipeg going over our proposed Canadian PCB Presentations. The agendas as proposed (memo of 10/30) were agreed upon. Dave and Tom were very helpful in setting objectives and with background on the type of atmosphere we will encounter.

Attached are the proposed objectives.

Notes for our meetings

Canadian Government Working Party on PCBs

1. We are told confidentially that a group in government is in favor of a ban on PCBs (à la Japan). We should be prepared for this but should not bring it up. W. B. Papageorge will answer along these lines:

   PCB uses in Japan continue for railway transformers and capacitors for Japanese companies are being manufactured outside Japan. Cessation of manufacture was made on economic grounds. In Sweden licensing is used for dielectric uses and PCBs continue to be imported for dielectric uses.

2. PCTs
   Canadian research facilities can identify PCTs. We may expect to be questioned on methodology at ORF. Our attitude if PCTs are brought up in Ottawa will be one of "what is the problem." WBP will be prepared to explain our discontinuation.

3. We should indicate land mass of Canada vs. U.S.A. and draw attention to low usage in Canada vs. U.S.A.

4. We should stress desirability of uniformity on PCB policy in U.S./Canada on grounds of adjacent territory, etc.

5. We should avoid at all costs the attitude that since the U.S. Task Force said such and such Ottawa should rubber stamp this.

Customer Presentation

1. Since several levels of management will be present, WBP should prepare a brief review of the PCB problem (why is it a problem).

2. Mr. Stan Roberts, Chairman of CEMA (Canadian equivalent of NEMA) will be there. If an ANSI C-107 committee were set up in Canada Mr. Roberts would be involved. Oneson will discuss our agenda with him prior to the meeting and invite him to say a few words if he wishes.

3. Quebec Hydroelectric personnel will attend

4. Al Erdman (President of MOCAN) and Harry Dixon will attend.

Ontario Hydro Electric Commission

1. Does Bayer sell askarel fluid only to OEMs? If you don't know, I'll wire John Haggart.

2. Ontario government personnel will also attend.

C. Paton

/pep

P. S. We need to consider the type of remarks we want Al Erdman or Harry Dixon to make to our customers.

C. P.

OBJECTIVES

Canadian Government Working Party

1. To update you on our biodegradation studies of PCBs.

2. To acquaint you with the changes in PCB that we have made in our only remaining market area, viz. dielectrics.

3. To acquaint you with the activities of the ANSI C-107 committee on guidelines for safe handling/ disposal of PCBs in dielectrics.

4. To obtain the approval of the Working Party for the actions taken by Monsanto with regard to their PCB sales in Canada.

OBJECTIVES

Canadian Customer Presentations

1. To appraise you of our meeting with the Canadian Government Working Party on PCBs.
2. To describe the PCB Environmental Issue.
3. To describe Monsanto's sales actions on PCBs.
4. To present data on the biodegradation of PCBs.
5. To describe PCB changes made by Monsanto in dielectric fluids.
6. To acquaint you with the activities of the ANSI C-107 committee on guidelines for safe handling/ disposal of PCBs in dielectrics.

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OBJECTIVES

Ontario Hydro Electric Commission

1. To describe and explain the PCB Environmental Issue.

2. To describe the actions taken by Monsanto to contain the PCB problem.

3. To summarize Monsanto's studies on PCB biodegradation.

4. To describe PCB changes made by Monsanto in dielectrics.

5. To acquaint you with the activities of the ANSI C-107 Committee on guidelines for safe handling/ disposal of PCBs in dielectrics.

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