

Monsanto

1 ITEM (NAME & LOCATION) Willis S. Clark - General Offices

DATE	May 14, 1970	CC	G. W. Buhrmann - GBUHR F. M. Lockett - Chicago W. B. Papageorge - WPAPA W. F. Waychoff J. D. Wright - JWRIG
SUBJECT	1200 SERIES AROCLORS; Removal of Products from Market		
REFERENCE			
TO	D. H. Bechtold - Chicago R. N. Brell - Wilmington E. H. Fording - New York R. V. Johnson - RJOHN J. J. McNamara - Everett E. C. Wilde - Akron		

CONFIDENTIAL

As all of you are aware, Monsanto has been in the process of evaluating our polychlorinated biphenyl (Aroclor) products since late last year. I would like to bring you up to date on the present status of these evaluations and to present our plans for these products for the next several months.

On May 11, John Mason presented our proposed course of action for polychlorinated biphenyls (PCBs) to the Corporate Management Committee. In that presentation, he made two basic recommendations; first, that we market non-biodegradable PCBs only for closed system applications where control over disposal is possible (e.g. transformer fluids). And second, that we phase out of all non-biodegradable PCB products where control is not possible and replace these materials with biodegradable PCBs or other suitable products. The Corporate Management Committee approved these recommendations.

In the plasticizer area, none of our applications are considered to be of a controllable nature. This means that we will be starting immediately on the job of removing non-biodegradable PCB Aroclors and Montars from the market. We will not be able to ship any of these materials after 8/30/70. This will include Montar 1, Aroclor 4465, Aroclors 1232, 1242, 1248, 1254, 1260, 1262, 1268, and the 1100 series Aroclors. Aroclor 1221 will not be withdrawn. The 5000 series Aroclors will not be removed from the market; indeed, they will figure in our replacement plans.

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The plan of action which we have established at this time to accomplish the removal and replacement of PCBs is as follows:

1. Contact AMSCO and Central Solvents central offices to inform them of our plans. This was completed in early May on a confidential basis. The regional offices should not have been contacted by the central offices.
2. Contact Hercules and Thiokol to inform them of our plans. Once again, this was accomplished in early May on a confidential basis.
3. Contact other key accounts. This should be done by the field sales people during the week of 5/25/70.
4. Complete the lists of suggested replacement products for Parlon, styrene butadiene, PVAc and polysulfide sealant systems. These are being compiled now in St. Louis and will be sent out as soon as is possible, at any rate by 5/27/70.
5. Contact all distributors and inform them in writing of our decision to remove these products from the market and to stop all shipments on 8/30/70. The distributors will be notified by mail from the St. Louis office on 5/29/70.
6. Contact all direct customers and inform them in writing of our decision to remove these products from the market and to stop shipments on 8/30/70. The direct customers will be notified by mail from St. Louis on 6/1/70. Both the distributors and the direct customers will be requested to contact the field sales offices on all questions concerning timing and replacement products.
7. The time between 6/1/70 and 8/30/70 will be a frantic, frenzied period when the objective will be to achieve 100% conversion of the required products in a completely orderly fashion. In all seriousness, that should be our objective. Needless to say, it is bound to tax our capabilities, not to mention our frustrations, just a bit.

Regional Managers

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8. On 8/30/70, we will discontinue the shipments of the non-biodegradable Aroclors listed above.

I think that I am aware of at least some of the problems that this removal of products from the market is going to cause you people. Also, the tight time schedule is probably not going to make life any easier. On the other hand, we feel that in the interest of equal treatment to all accounts, it is important to stick to the time-table shown above. Therefore, please do not contact any customers on this subject prior to 5/25/70. Also, would each of you send me the list (as short as feasible) of key accounts which you would like to contact the week of 5/25/70. This will be used to check to see whether we are all interpreting "key account" basically the same way. I will need that list by 5/22/70.

I am very interested in your response to this plan. I know that I haven't left you much time for reply, but please let me hear from you anyway.

Willis Clark

Willis S. Clark

/dbw

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