CONFIDENTIAL

REPORT OF MEETING WITH PROGIL, PARIS, AUGUST 6, 1970.

cc : H.N. Dahlström - BRUSSELS
P.J.A. Marsh - BRUSSELS
R.A. Onians - BRUSSELS
W.B. Papageorge - ST LOUIS
J. Thévenin - PARIS
H.A. Vodden - RUABON

PRESENT FOR PROGIL : R. Sabatier
J. Tims

PRESENT FOR MONSANTO : D.S. Cameron
J. Thévenin

SUMMARY

Our objectives were the same as at the Prodelec meeting and we detailed what actions Monsanto had taken in North America to control the PCB situation. As with Kuhlmann, there was little awareness of the problem. In principle, Progil agree that all manufacturers should act together by voluntary withdrawal from uncontrollable applications, but they oppose a hasty decision and thought the 1st January 1971 was too early. Our proposals will be considered and they will be ready to participate in a further meeting in September.

DETAIL

Progil foresee difficulties for the other manufacturers if Monsanto takes unilateral action, and for this reason they favour joint action by all suppliers. However, since there is not yet a problem in France, they are opposed to any hasty action. They also expressed concern about what moves the Japanese and East European manufacturers might make to supply the European market if the European manufacturers withdrew from uncontrollable applications.

.../2

PCB-ARCH-EXT0376323

Sabatier stated that agreement of all manufacturers to act together should include the East Europeans and the Japanese. I doubt whether it is practical to include the East Europeans, and, in view of their limited availability, I doubt whether they pose a real threat. However, we must try to find our what is happening in the Japanese market.

Since they are opposed to any hasty action, they suggested a compromise might be an early joint announcement by all manufacturers for implementation at a later date, but I doubted whether this would be acceptable by Monsanto. Another point made by Sabatier was that, in view of their very close relationship with Bayer, they would not act counter to any Bayer attitude.

Progil claimed they did not have the same wide range of plasticiser replacements as does Monsanto, and this was another reason for their wish to proceed slowly. They asked if we would be prepared to exchange technical information in this area based upon our US experience, in order to minimise delay. Obviously we could not provide them with proprietary information, but perhaps we could supply them with technical information that has been made freely available in the United States in our published literature.

Like Kuhlmann, the bulk of Progil's production is sold by Prodelec to the electrical industry. Their only direct sales are the plasticiser grades that are sold within France. Thus, Progil themselves would not be able to take over any Aroclor business given up by Monsanto outside of France.

ACTION

DSC - gather available information relative to Japanese and East European suppliers.

DSC/jk
August 18, 1970.

PCB-ARCH-EXT0376324