Monsanto

ORGANIC CHEMICALS

Monsanto Company
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

August 14, 1970

Distributors

Dear Sir:

During the week of August 10, 1970, Monsanto is sending to all its direct customers for Aroclors in plasticizer/modifier application 1) a letter summarizing the latest information on PCBs, and 2) the most recent Aroclor technical bulletin. This bulletin replaces and supercedes O/PL-306 - Aroclor Plasticizers. In as much as some important information concerning recent FDA actions and changes to Monsanto's returned goods policy are discussed, we strongly urge you to forward copies of this bulletin and a letter to your Aroclor customers. Copies of both have been enclosed for your use.

The change in returned goods policy for our direct customers involves a two month extension of the deadlines for returning material to Monsanto. The same two month extension will apply to our distributors. A copy of our revised returned goods policy is attached.

We realize that this additional communication provides an added workload for your people. However, in view of the importance of this matter, we feel it is necessary for you as our distributor to assist in this matter.

Very respectfully,

Walter E. Schalk

Walter E. Schalk
Director of Sales
Plasticizers

/dbw

DSW 338228

STLCOPCB4082062

GENERAL POLICY CONCERNING DISTRIBUTORS' RETURN OF AROCLORS*

1. The following policy will be in effect covering returned goods:

   a. If unopened containers purchased after September, 1969 are returned to the Sauget, Illinois plant or the Anniston, Alabama plant prior to 10/31/70, 100% of the net purchase price will be allowed for the returned goods. No additional handling charges will be assessed. Freight from distributor's warehouse will be paid by Monsanto at truckload rates.

   b. If unopened containers purchased after September, 1969 are returned to the Sauget, Illinois plant or the Anniston, Alabama plant prior to 12/31/70, 90% credit will be allowed for the returned goods. No additional handling charges will be assessed. Freight will be paid by the distributor.

   c. If unopened containers purchased after September, 1969 are returned to the Sauget, Illinois plant or the Anniston, Alabama plant prior to 2/28/71, 50% credit will be allowed for the returned goods. No additional handling charges will be assessed. Freight will be paid by the distributor.

2. Monsanto will accept orders through July 31, 1970 and will make every effort to meet these commitments and to complete shipment as of August 31, 1970. Monsanto reserves the right to limit shipments based on its production capabilities.

*Aroclors 1232, 1242, 1248, 1254, 1260, 1262, 1268, 4465, Montar 1, Toluene/Xylene blends.

DSW 338229

Revised 8/14/70

STLCOPCB4082063