~~To: Corporate Management Committee April 20, 1970~~

PRESENTATION OF THE PCB MANAGEMENT PLAN

On November 17, 1969 we discussed with you the PCB problem and outlined a program for coping with it.

* (Show transparency on pounds-dollars-return)

On this chart we have summarized the total worldwide business. Our concern is great because of the $21 M worldwide business involved with gross profits of $10 M on a net investment of approximately $9 M

* (Show transparency on non-degradable Aroclors)

The next chart summarizes the business which now depends on the non-degradable (persistent) Aroclors. Solid Aroclors, which are not an environmental problem and Aroclor 1221 which has been demonstrated in our laboratories to respond to degradation, have been excluded.

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In November, the decision was made to develop a plan to phase out the manufacture of Aroclor 1254 and 1260. Since then, as you well know, the pollution hysteria continues to grow and specifically in the area of PCB's the number of laboratories,