

B23N Cumming Paton

October 25, 1971

PCB Competition ex-U.S.A.

P. O. BENIGNUS

Going through Jack's files I read your June 25 memo to Howard with interest. You may recall it dealt with your discussions with Dr. Knust of Bayer and P. Jay of Prodelec on PCBs. It contains information that would help us a lot I think in our International area.

1. Bayer has notified all Clophen users of PCB hazard and asked for scrap fluid to be returned for incineration.

Publicizing this to our world area managers would be good. In Latin America, customers always tried to give me the impression Bayer was assuring them there were no hazards. The implication of course being that the future was cloudy with Monsanto but bright and glorious with Bayer.

2. Prodelec sells reclaimed fluid at a lower price which could contain oil contamination above U.L. limits.

Properly handled this could be a good competitive tool.

3. Prodelec have discontinued epoxides for transformer bakarel and reverted to tin tetra phenyl. Does this affect their work on capacitor fluids as their blends with epoxide were getting the interest of Itel and others in Latin America on my last visit.

4. Both Bayer and Prodelec have toxic tetrachlorodibenzofuran in their products, Monsanto has not. Again a potential competitive tool.

Was there a measure of confidentiality in your talks. I see the need for delicate handling but when I hear your comments on R.O.W. prising I am tempted. This is for the record when you and I sit down to work on this topic.

Cumming Paton

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