bcc: T. L. Cousage - B2SL
C. Paton - B2SH

Monsanto

MONSANTO INDUSTRIAL CHEMICALS CO.
800 N. Lindbergh Boulevard
St. Louis, Missouri 63166
Phone: (314) 694-1000

February 22, 1972

114 - 517-1251

Mr. Ed Link
RTE Corporation
1900 East North Street
Waukesha, Wisconsin 53186

Dear Mr. Link:

Confirming conversations between your Mr. T. M. Holtgrieve and our Mr. Paul G. Benignus, we understand RTE Corp. is interested in the possible purchase of askarel for use in a low voltage switch.

We would be pleased to have you use this product for your intended purpose. However, before doing so there are several things of which you should be aware, and there are certain agreements on which we must concur prior to making any sales of these products to you.

The higher chlorinated Aroclor products are being found to be persistent in the environment and may tend to build up in the food chain. The enclosed article by C. G. Gustafson entitled, "PCB's--Prevalant and Persistent", may be of interest to you.

Monsanto has voluntarily discontinued sales of these products to all uses except those used in capacitors, transformers and associated closed electrical hardware.

A new policy has been adopted whereby sales of these products to our customers will only be made upon agreement

a unit of Monsanto Company

on a special undertaking between the companies involved which must be completed to Monsanto's satisfaction. Two copies of this special undertaking are enclosed. Both copies must be signed by an officer of your company and returned to us.

In addition, to make the special undertaking meaningful to Monsanto the customer must have sufficient financial resources and, in this regard, we have established the following criteria:

1) The customer must either have $50M net worth, or
2) have a minimum of $10M product liability insurance. (The insurance must have specific reference to pollution damage caused by accidental discharge from the plant operations or from use of the device in service.)

After you have considered the above factors we would be glad to discuss this further with you. If you have any questions please do not hesitate to let us know.

Very truly yours,

Howard S. Bergen, Jr.
Director
Specialty Products

/jf

Enclosures
cc: Mr. T. M. Holtgrieve/RTE Corp.
Mr. P. G. Benignus/Monsanto