

KUHLMAN

G. V. AGAJEENIAN, vice president and manager
Kuhlman Electric Company Division

February 10, 1972

Monsanto Industrial Chemicals Company
900 N. Lindbergh Boulevard
St. Louis, Missouri 63166

Attention: Mr. Howard Bergen, Director
Specialty Products Group

Gentlemen:

Further to our recent correspondence and conversations with respect to the restrictions you have imposed on the sale of askarel to our company, we are enclosing herewith executed copies of the "hold harmless" agreements you had sent us together with a certificate of insurance from the United States Fire Insurance Company for an umbrella liability policy in the amount of \$10,000,000.

While we feel obliged to reiterate that we do not agree with the propriety of this arrangement, based on your representations that your other transformer manufacturer customers have executed identical "hold harmless" agreements and the fact that making a bigger issue of this matter would not be in our best mutual interests, we have decided to go along with this arrangement and comply with your demands.

Our Crystal Springs plant, the primary user of this material, has been advised that we have reached agreement and of the action we are taking. Consequently, our purchasing activity in that location will undoubtedly be issuing purchase orders for their requirements in the very near future. We will appreciate your cooperation with our people there.

I understand you will be sending me a copy of your pricing schedule showing the price differentials for your various bulk shipment and truck load quantities.

KUHLMAN ELECTRIC COMPANY • 101 KUHLMAN BLVD. • VERSAILLES, KENTUCKY 40383

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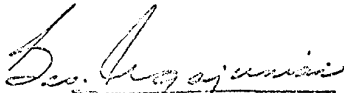
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I would appreciate your sending a copy of this schedule to Mr. Ray Dell, Purchasing Agent at Crystal Springs, with any recommendations you might have for more economical purchase of this material.

Your continuing consideration and cooperation is appreciated.

Very truly yours,



G. V. Agajeenian
Vice President and General Manager

cc: M. M. Rosenberger
J. A. Smelko
B. T. Miksa

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