

Monsanto

NAME & LOCATION C. Paton - B2SL

DATE March 14, 1974

cc: T. L. Gossage - B2SL
J. R. Savage - B2SL
Dow pf

SUBJECT Dow/Monochlorobiphenyl

TO W. R. Richard - T3A

Can you reconfirm that the statement you made at the last staff meeting is correct, viz. that there is no problem making Aroclor 1016 or 1242 from the still bottoms of monochlorobiphenyl. As you know, the profitability statement that went to Messrs. Bible and Hanley was based on the utilization of still bottoms in Aroclor 1016 or 1242.

Howard also gave Dow a verbal commitment on October 22 that our conversion price would be firm from 11/1/74 to 10/31/75.

The specifications given to Dow are as follows:

	<u>A Spec.</u>	<u>Present Product</u>	<u>B Spec.</u>	<u>Estimated Composition</u>
Biphenyl	0.6% max.	~0.5%	0.6% max.	~0.5%
O-chlorobiphenyl	80% min.	87-91	75% min.	~78
m- -	4% max.	3-3.5	5.5% max.	~5
p- -	Δ	6-8	14% min.	~15
Dichloro +	1% max.	~0.6	1.3% max.	~1

In December, 1973, Dow confirmed that their preference was the 80% ortho chlorobiphenyl (lower para-) although they wanted the option to get 75% ortho-material (higher para-) if needed.

They talked in terms of giving us 6-12 months notice of their needs on 75% ortho-material, but we were asked to specify what our minimum lead time would be.

We are proceeding to work up a contract to present to Dow, so your response would be appreciated in the next 7-10 days.

C. Paton

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/cc