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STAT

DOW WILL IGNORE CAMPUS PROTESTS

Napalm Maker Reports Its Recruiting Unaffected

By GERD WILCKE

Spokesmen for the Dow Chemical Company, a napalm manufacturer, said yesterday that campus demonstrations against the company had not hurt its recruitment drive at universities.

They said the company had no intention of curtailing the drive or changing it.

Employe recruitment by the large chemical producer has been the target of protests at a number of universities, including Harvard and the Universities of Illinois, Michigan and Wisconsin, because Dow makes napalm used in the Vietnam war.

Dow is believed to be the sole supplier of napalm B to the Department of Defense for use in Vietnam. Napalm B, produced at the Dow plant in Torrance, Calif., is composed of gasoline (25 per cent), benzene (25 per cent) and polystyrene (50 per cent).

The jelly-like substance, dropped by aircraft, sticks to whatever it touches and burns with such heat that all oxygen in the immediate area is quickly exhausted.

Spokesmen at the company's Midland, Mich., headquarters said Dow's sales of napalm to the Government came to less than \$6.5-million last year.

Small Portion of Sales

With total corporate sales running a little over \$1.3-billion, this constituted less than 0.5 per cent, the spokesmen stressed. They estimated that all the company's Government contracts made up less than 5 per cent of its sales in 1966.

From Pentagon sources it was learned that Dow produced 54,620 tons of napalm B last year, an average of about 4,550 tons a month. The average monthly total from January to June this year came to 3,691 tons. The cost of the napalm this year was \$2,949,928. For comparison, the total quantity of napalm used in Korea was 32,215 tons.

Regarding the recruitment drive, Dow said company officials interviewed 24,000 graduates during 1966. Job contracts were signed with 1,310 students. Figures for this year were not available.

The spokesmen said Dow recruiters were told not to engage in political debate with demonstrators. Because the recruiters are guests of a university, they are instructed to cooperate with campus officials.

Dow said the recruiters usually carried copies of a statement giving the company's attitude on napalm. The statement says:

"We are a supplier to the Department of Defense and to dozens of firms manufacturing items of military equipment ranging from aircraft components to medicines and food. One of the products we supply is napalm B.

"The United States is involved in Vietnam. As long as we are involved we believe in fulfilling our responsibility to this national commitment of a democratic society. And we do this because we believe in the long-term goals of our country.

"We respect the right of people to protest peacefully against an action with which they disagree. However, our company has made the decision to continue to produce napalm B and other materials as long as they are needed by our Government."