

P. G. Benignus - St. Louis General Office

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H. S. Bergen - HBERG

USA DOMESTIC ASKAREL PERFORMANCE --
1968 VS. 1969

D. A. Olson

Preparatory to your near future industry travels to discuss Aroclor price increase, I have summarized our 1969 sales performance vs. 1968.

If it had not been for the long GE strike our 1969 capacitor Aroclor sales would have essentially matched the historical record sale of 1968. The demand for capacitor Aroclor continues very strong.

In the transformer area we sold exactly 3 million fewer pounds of Aroclor in 1969 than in 1968. Two million pounds or 2/3 of this can be attributed to poor performance by GE, as indicated in the tabulation.

The performance at Westinghouse was quite good, but on an adjusted basis they used 640,000 fewer pounds of Aroclor in 1969 than in 1968. This then leaves only 360,000 pounds out of the 3 million decrease unaccounted for and, of course, assignable throughout the remainder of the entire industry.

The GE strike obviously, hurt our askarel transformer sales as did also their switching back to Pyranol A13B3B. Their strike is over and steps are under way to switch back Rome, Georgia to an Aroclor rich blend in the not-too-distant future.

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Attachments

DSW 200436

STLCOPCB4058500

I. USA-DOMESTIC CAPACITOR AROCLOR 1968 VS. 1969

	<u>1968</u>	<u>Pounds</u> <u>1969</u>	<u>Change</u>
Capacitor Aroclor Sales	26.4M	24.7M	-1.7M

- a) Our lower 1969 sales are due to GE's 4 month strike. If this had not happened GE would have purchased 10M lbs. of Aroclor in 1968 instead of 8.3M lbs.
- b) Otherwise and not-with-standing the use of significantly less Aroclor in plastic film capacitors our 1969 sale would have matched the historical record sales of 1968. The demand for capacitor Aroclor continues very strong.

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II. USA-DOMESTIC TRANSFORMER ASKARELS 1968 VS. 1969

A.	<u>1968</u>	<u>Pounds</u>	<u>1969</u>
Aroclor-Ch-Benzene Blends:			
Made by Monsanto	8,993,000		7,465,000
Made by GE	6,806,000		4,430,000
100% Aroclor 1242 Used:	<u>5,239,000</u>		<u>5,001,000</u>
Total Pounds of Transformer Askarel Used	21,038,000	vs.	16,896,000
Total Pounds of Aroclor Used:	15,105,000	vs.	12,100,000

B.	<u>AROCLOR SALE TO GE TRANSFORMER PLANTS</u>			
	<u>Pounds Aroclor 1260</u>		<u>Pounds Finished Blend</u>	
	<u>1968</u>	<u>1969</u>	<u>1968</u>	<u>1969</u>
Pittsfield	1,292,000	644,000	2,871,000	1,430,000
Rome	None	738,000	None	1,640,000
	<u>Pounds Aroclor 1242</u>			
Pittsfield	None	None	None	None
Rome	<u>3,148,000</u>	<u>1,088,000</u>	<u>3,935,000</u>	<u>1,360,000</u>
	4,440,000	2,470,000	6,806,000	4,430,000

- Exactly 3 million fewer pounds of Aroclor was used for transformers in 1969.
- Two million fewer pounds of Aroclor was sold to GE for transformers in 1969.
- On an adjusted basis 640,000 fewer pounds of Aroclor was sold to Westinghouse in 1969.
- Thus all but 360,000 pounds of our 3 million pound decrease is accounted for by these two transactions.

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