Aroclor/Santotherm Sales Report

(1968)

1. General

We sold 355,000 lbs. of chlorinated polyphenyls in 1968. The sales amounted to 78,000 dollars. Their breakdown is as presented on the attached sheets.

We regret to say that the sales actual was 77% to the original budget, which should not be entirely justifiable for the reason that the construction of the plant will be delayed until mid-1969.

2. Major Topics

(1) Training of NA and KY

Naomi Arasaki and Ken Yamamoto finished basic training at Anniston and St. Louis in Spring. They mastered how to test dielectric properties in the laboratory and collected a lot of information on the askarel.

(2) SK-2 blend

The SK-1 (a blend of Aroclor, TCB and chlorobenzene) failed to pass the JNR requirement of the cold area transformer fluid.

However, the SK-2 (a modification of SK-1) finally found use for a special rectiformer developed by the Mitsubishi Denki and 11,000 lbs. of sales was made late 1968.

(3) Dielectric Material Study Association

MMK joined the Dielectric Material Study Association which is composed of those transformer and capacitor manufacturers who are potentially our customers in the askarel field; this was arranged by Mr. H. Kawamura, the Vice Chairman of the Association and the Chief Chemist of the Central Electric Power Research Laboratory of Japan.

(4) Rice Brand Oil Poisoning

A great deal of sensation was caused by Kaneclor which leaked through cracks of the piping used for the heating system of rice brand oil at Kanemi Oil Company in Northern Kyushu. More than 600 people were poisoned by KC-400, as announced by the Ministry of Welfare. The investigation was started early 1968 and is still underway.

Several other brand oil producers who are using Kaneclor are considering to change fluid. Contacts are being made with them by MMK to develop demand for S-66.

(5) Chemical Plant Show

At the Chemical Plant Show held at Harumi, Tokyo in October, Santotherm FR fluid was demonstrated. More than 300 people who visited our booth expressed keen attention.

In direct consequence of our demonstration, sales of Santotherm FR grades were made to the following customers:

Nissan Automobile	(700 lbs)
Matsumoto Yushi	(3,500 lbs)
Wako Junyaku	(8,500 lbs)
Nippon Denko	(12,000 lbs)

(6) Japan NCR

We failed to obtain a contract of 60,000 lbs/month Aroclor sales with Japan NCR because Kaneka undercut our price when bids were made in December. The Kaneka's price is estimated to be around 14½ cents/ lbs. Nobody knows as yet where this naughty boy is sailing for.

(7) P. P. P.

In middle of the year, Konan Kako successfully entered upon the production of paraphenyl phenol, consuming about 30,000 to 60,000 lbs. of biphenyl which was imported from Monsanto, U. S. A.

We contacted the firm to secure a good user of our biphenyl in the future.

1968 Sales Performance of Chlorinated Polyphenyls

Fig. 1 Sales Breakdown by Application

	Q'ty(kg)	Average price (yen/kg)	Amount (million yen)
Dielectrics			
Aroclor	15,520	165	2,560
Askarel	4,745	300	1,424
Plasticizers	107,335	170	18,331
Heat transfer medium	22,405	175	3,950
Flashing oil	10,880	155	1,735
Total	160,885	170	28,000

Fig. 2 Main Customers

Customers	Grade	Q'ty(kg)	Price(yen/kg)
Sanyo Capacitor	1,242	13,080	165
Matsumura	1,242	10,880	155
Tajima Ohka	1,248	1,632	200
	1,254	3,264	200
Miyako Kako	1,248	5,984	193
Yazaki	1,254	84,990	156
Bostic Japan	5,460	972	285
Akane Syoji	5,460	4,316	270
Ohta Kasei	5,460	1,700	210

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Fig. 3 Breakdown by grades

	Q'ty(kg)	Price(yen/kg)
1242	37,700	161
1248	25,643	179
1254	79,598	158
1260	52	250
1268	155	211
5460	4,608	269
FR-1	5,146	170
FR-2	1,362	185
SK-2	4,745	300