Monsanto

file Aroclor Quality

FROM (NAME & LOCATION) P. G. Benignus - St. Louis

DATE : June 1, 1971

SUBJECT : Westinghouse
Bloomington, Ind.

REFERENCE :

cc: J. R. Fallon - JFALL
N. T. Johnson - NJOHN
R. A. Garcia - AKRON
A. J. Rego - CINCINNATI

TO : H. S. BERGEN - HBERG
T. L. GOSSAGE - TGOSS
R. H. MUNCH - QUEENY
→ J. R. SAVAGE - JSAVA

COMPANY: Westinghouse
Bloomington, Indiana

PERSONS CONTACTED: Don McClain, Gen. Mgr. Engin.
Keith Kelly, Dir. Materials-Purch.

SUMMARY

Earlier abberations on Aroclor 1016 reconciled. Westinghouse ready to use 1016, by August.

Kelly appreciates and thanks for revision of unrealistic contract clause.

McClain will join ANSI-PCB pollution committee.

Showed Kelly the latest Rep. Ryan news article - blistering PCB. Kelly lectured need for all to cooperate to correctly inform Ryan and others. Yes, indeed -- and reminded Kelly that Westinghouse still have not arranged for Jack Sterling to visit our "D" Bldg. Kelly thought it not so critical, any more. In a way yes -- as GE carried the ball.

Utilities delay capacitor purchase, but slight up turn noted. Very heavy orders coming mid 1972-1973, augmented by Arizona EHV contract.

Discussed Australia -- Plessey-Ducon takeover by Endurance Elec. (Tyree) affiliated with Westinghouse. McClain feels need to go there to straighten it out. We feel same.

One percent of power capacitors fail, annually. Utilities holding them awaiting other instructions. Westinghouse considered but vetoed return. Bottom can be cut off -- insides pulled out and incinerated. Eventually someone must do this. Real problem is collecting capacitors.

Mike Scoville, GE, chairman IEC capacitor committee appointed McClain official USA delegate 1971 June meeting - Brussels. Last year it was Elmer Hammer, McGraw Edison. McClain - M. Bozzini

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of ACEC and staff and we will get together in Brussels. ME elated at capturing this account -- our first business in Benelux countries.

Kelly asked interesting question - "How much of my time is spent domestic vs. international?" By far most my thinking time is international. I don't have to think much when I come to Bloomington - we know the status here, but the international competitive transactions at far away places around the world get complex. But that is where we have to move ahead. Kelly said Westinghouse needs to become more active internationally. Told him GE sure is and most of my conversations with them are getting lines on international situations. It is the engineering people and also top managements who know these international situations -- seldom the domestic purchasing people.

Appears GE may not press the suit against Westinghouse on PPL film-epoxide power capacitors. Westinghouse uses GE film (also from Hercules). GE lawyers admit that PPL film-paper-Aroclor is not patentable. Westinghouse does not use epoxide patented by GE's Magvar system. Westinghouse does not like to talk about what epoxide they use. The material was indicated to all many years ago by Monsanto as an HCl scavenger. How can GE sue over this?

Paul

P. G. Benignus

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