

St. Louis - General Office

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U.S.A. DOMESTIC CAPACITOR  
AROCLOR SALES

D. A. Olson - DOLSO

~~H. S. Bergen~~ - HBERG

J. G. Bryant

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D. R. Pogue - DPOGU

In 1968 our domestic U. S. A. capacitor sales totaled 26, 125, 000 pounds, equal to 1.7 percent over the amount sold in 1967.

Considering that the advent of plastic film in power capacitors cut the amount of Aroclor used in this type apparatus by at least 35 percent, and in some designs even more--and in addition, when we consider the miniaturization of ballast and motor run capacitors as a result of stabilizer addition--the sales increase of Aroclor, even though only 1.7 percent, must be regarded as most gratifying.

While we should be grateful that our Aroclor capacitor sales have not fallen as a result of these pertinent new developments that cut down on the use of Aroclor for capacitors--looking ahead we can not readily foresee a large volume increase in our domestic sales over the coming year.

On comparing 1968 against 1967, we find that General Electric's use of capacitor Aroclor increased from 36.9% of the total in 1967 to 38.0% of the total in 1968. It is interesting to note that a similar comparison for Westinghouse shows that they had increased from 12.4% in 1967 to 14.8% in 1968.

Ohio Brass went out of the business, operations are down markedly at Federal Pacific, Newark, and otherwise the rest of the customers have more or less maintained their relative market positions. We expect the U.S.A. domestic picture for 1969 to be quite similar, with a possible increase of about 2-1/2%.

We will comment later about the transformer market.

P. G. Benignus

/ecd

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