

St. Louis - General Office

October 25, 1967

AROCLOR DIELECTRICS

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 G. R. Buchanan
 Dr. W. R. Richard - WRICH
 Dr. R. H. Munch - SECOND STREET

H. C. Carder - HCARD
~~J. Cresce - J. CRES~~
 D. B. Hosmer - DHOSM
 W. B. Papageorge - ANNIS TON
 L. C. Fuhrmeister - ANNIS TON
 H. L. Williams - ANNIS TON
 G. F. Miller - ANNISTON
 J. Bryant - ANNIS TON

The week of October 16, Dr. R. H. Munch, Research; G. F. Miller and Jim Bryant of Anniston; G. R. Graham, our Field Salesman; and the writer, visited:

General Electric, Hudson Falls, New York
 Aerovox, New Bedford, Massachusetts
 Cornell-Dubilier, New Bedford, Massachusetts
 Sprague Electric, North Adams, Massachusetts
 Electronic Components, Bridgeport, Connecticut
 New England Transformer, Newton, Massachusetts
 Del Electronics, Mount Vernon, New York

Marketing joins our customers in expressing appreciation for the splendid contributions and impressions made by our representatives from Research and the Anniston factory. In this business our customers seek from Monsanto, far above anything else, confidence and dependability. Our associates made excellent impressions regards this.

LIST OF ITEMS OF CURRENT INTEREST

- Item I. Within a few months and over the next three years we will be called on to supply at least three million pounds of a special low temperature dielectric fluid for power capacitors on EHV lines in Labrador and British Columbia. Westinghouse and C-D are the likely manufacturers of the capacitors and the fluid will probably be a blend of about 75% Aroclor 1242 and 25% TCB. We seek to avoid a multiplicity of products in this area.
- Item II. It appears that the dielectric constant of Anniston's Aroclor 1242 runs near or at the upper limit of the specification range. General Electric and others will reject our shipments if out of specification. Mr. Miller will review Anniston's position and probably suggest to General Electric that the specification range be moved higher, to avoid rejections.

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Item III. Recently Anniston was running at 120% capacity to build inventory. Historically, every time the plant runs fast, the quality goes off. This time, a brownish cast developed and was missed in our method of analysis-- but not by Electric Components. They simply look at our material in the daylight (no colorimeter), and see the abnormal brownish cast which comes from a less-than-desirable still cut off. They reject our material, at our expense--\$2,000 freight per car. I already said that all our customers seek from Monsanto is confidence and dependability. All freely admit to running scared in this business, and I am not going into details here. Our factory representatives got a first hand lecture from the customer about this, a salient feature of our visit.

Item IV. All these customers clamor that Monsanto give them an elixir to get them off the harassment hook--namely General Electric's Pyranol II. But Dr. Munch is quick to realize the Pandora's box we could easily open in pursuit of this venture. All these people are playing with adding undisclosed snake oils to our Aroclor. In this climate it is good that our factory representatives were impressed with need for Monsanto to supply Simon pure Aroclor, lest we get sucked into having to explain a customer's mysterious faux pas.

Item V. Activated alumina, a long-known purifying agent for Aroclor, is getting reborn. Looks like Aerovox are incorporating it into the capacitor liners. General Electric just got USP 3,340,446 (September 5, 1967) using aluminum oxide powder dusted onto polypropylene or polycarbonate for Aroclor 1242 - plastic film capacitors. The alumina powder may also be combined (mixed) into the plastic prior to making the film. This should give us several good drum liners, or we might stick a tube of proper grade paper impregnated with activated alumina into our drums, to hold the electrical quality.

Anniston finds an alumina-packed column to their liking, and preferable to bulk earth for up-grading Aroclor 1242. In Europe they long-favored alumina over their type earth for Aroclor 1242; for Aroclor 1254, it makes no difference.

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Item VI. In the transformer field there is growing interest in using askarel at higher voltages than normal. This presents difficult and costly design problems, and makes us more fully aware of limitations of askarel versus mineral oil at high voltage. Unfortunately we see no practical way to improve the presently used askarels, and for this reason we weigh with caution possible research expenditures. Fortunately, Askarel handles common voltage levels quite well.

P. G. Benignus

/ecd

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