

Monsanto

FROM (NAME & LOCATION) M. T. White, Jr., St. Louis, B-2-N

DATE : February 6, 1969
 SUBJECT : SOLID AROCLORS MANUFACTURE IN
 LIQUID AROCLOR SYSTEM AT ANNISTON
 REFERENCE :
 TO : H. S. Bergen

cc: ANNISTON - H. L. Williams
 ANNISTON - R. A. Haydell
 KRUMMRICH - J. W. Molloy
 KRUMMRICH - Virgil Brauley
 P. B. Benignus PBENI
 D. A. Olson DOLSO
 W. F. Waychoff WWAYC
 H. J. Day
 H. W. Tippee
 W. G. Sturm
 J. J. Kagan
 W. A. Kuhn

In order to meet the objectives as outlined in H. J. Day's memo of 12/16/68, a total of 18 M lbs. of Aroclor 1242 sales per year and 4-5 M lbs. per year of non-1242 liquid sales must be switched from Anniston to W. G. Krummrich. To date, the required quantities of 1248, 1254, and 1260 and nearly 7 M lbs. of the required 1242 have been switched. The present status of the changes and the estimated freight penalties are detailed below. All of the freight penalties include the cost of shipping Biphenyl from Anniston to W. G. Krummrich.

Aroclor 1248, 1254, 1260 (Target of 4-5 M lbs. per year)

Customer	Product	Est.Sales M lbs./year	Equiv.Aroclor M lbs./year	Freight \$/CWT.	Penalty \$/YEAR	
(Now switched)						
ITE	Inerteen PPO	2,200 OK *	1,300	.19	4,200	210'
Res.Cottrell						
	Iner. PPO	250 OK	150	.07	200	10'
Esco Mfg.	Iner. PPO	200 OK	120	(+) .09	(+) 180	9'
Export	Iner PPO & Py.A13B3B	500 Not DONE	280	.23	1,150	-
Warehouse consignments						
	1248, 1254, PPO, A13B3B	1,000 OK	1,000	.18	1,800	90'
Misc. Functional Fluids sales		400 OK	400	.30	1,200	60'
Plasticizer sales						
	1248, 1254, 1260-1,000 OK		1,000	.30	3,000	150'
TOTALS			4,250		\$ 11,370	
(Possibility)						
Export	1254(Elec.)	700 Not Done	700	.49	3,450	
TOTALS			700		\$ 3,450	

(see next page for Aroclor 1242)

-continued-

* Comments as per M. T. White on 6/3.

→ Order 5460 Buller Co's
 DSW 199963

STLCOPCB4058027

February 6, 1969

Aroclor 1242 (Target of 18 M lbs. per year)

Customer	Product	Est. Sales M lbs. per year	Equiv. Aroclor M lbs./year	Freight \$/CWT.	Penalty \$/YEAR
(Now switched)					
Westinghouse					
Sharon	Iner. CM	6,000 <i>ok</i>	6,000	.09	<i>SOPH</i> 5,400 27
Westinghouse					
Canada	Iner. CM	500 <i>ok</i>	500	.14	700 3
Misc. Fluids & Plasticizers-1242		300 <i>ok</i>	300	.35	1,050 5
TOTALS			6,800		\$ 7,150
(Possibilities - all electrical grade)*					
Aerovox	1242	1,500	1,500	.28	4,200
Cornell					
Dubilier	1242	1,500	1,500	.28	4,200
Electronic					
Components	1242	1,250	1,250	.33	4,100
GE-Hudson					
Falls	1242	10,000	10,000	.18	18,000
Fed. Pacific	1242	700	700	.33	2,300
Sprague	1242	1,500	1,500	.21	3,200
Westinghouse					
Bloomington-1242		4,000	4,000	(+).045	(+) 1,800
Export	1242	300	300	.54	1,600

*Only 10 M lbs. of sales from these possibilities need to be switched; therefore, either GE-Hudson Falls should be switched or the other customers should be switched - BUT NOT BOTH! Freight penalty would, therefore, be \$18,000 per year if GE is switched or \$17,800 per year if the others are switched.

M T White Jr
M. T. White, Jr.

ssh

3575
5290
8865

SOPH calc.

1st P_g \$8.4M
2nd P_g 6.1
" Possib. 18.0
\$32.5M

Total freight penalty - 11,370
450
7,000
18,000

Fluid
penalty.

\$36,820

DSW 199964

STLCOPCB4058028

HS BERGEN
HBERG

DSW 199965

STLCOPCB4058029