Monsanto

FROM (NAME & LOCATION) B2SH P. G. Benignus

DATE October 12, 1971

SUBJECT Capacitor Aroclor
Heated Tank Cars to Northeast

REFERENCE

cc: 1740 Art Leisy
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TO : B2NB
J. R. SAVAGE

We have about five purchasers of tank cars of capacitor Aroclor in the Northeast who have no rail siding and must transfer from our car into their tank wagons for delivery to their plant.

Heating facilities are not available, and this unloading cannot be done during the cold winter -- unless the Aroclor is packaged sufficiently hot and delivered promptly from our plant.

Anniston did this and we got by with it except for one or two cars returned. Obviously, if the customer cannot unload the car it is useless to him. If we fail to deliver in a useable form the material comes back at our expense.

Cold weather is already present in the Northeast. It is our impression that WGK is not geared as was Anniston to handle and cope with this pesky problem.

Before we get bogged down with this problem, it will be prudent to address ourselves to it and arrive at understanding about what we can do, and determine whether or not our efforts will result in delivery in a manageable form.

If WGK can indeed ship "hot" (check this with Anniston - probably 100°C) then this is all our customers can expect.

If WGK cannot ship "hot", to arrive in a manageable form, we need to warn our customers. In this event it is not clear what these users could do, as they seemed helpless in the past.

Certainly Anniston accommodated these people. Can and will WGK be able to do this. We need to know, before it is too late. Please advise.

Thanks,

Paul

P. G. Benignus

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