March 17, 72

DIELECTRIC FLUIDS STRATEGY

I. Capacitor Fluids

A. Chlorinated Biphenyl Type Fluids

1) Continue work to minimize escape into environment from:

a) our own plants - install anti-pollution devices

b) customer plants by educating them about the problem, analytical methods, methods of recovery and disposal

c) ultimate user

2) Publish evidence on biodegradability with emphasis on the fact that lower homologs degrade more rapidly.

3) Publish data on results already achieved to reduce higher homolog loss to the environment.

4) Publish toxicity data.

5) Publish data on soil migration. Data obtained so far show material does not spread on leach out of soil.

6) Have a summary of the PCB situation available for distribution to the public.

7) Maintain Aroclor 1016/1254 ratio $\geq$ 80/20.

B. New Capacitor Impregnants

1) Assume our TXS-MIBP patent will be granted.

2) Take TXS-MIBP to GE

a) Use decision diagram as a basis for presentation.

b) Present data on performance

a) Base primarily on paper capacitor
b) If they ask, talk about use with film too
c) Discuss lower fire resistance

c) Get tests in capacitors at GE.

d) Disclose composition afterward if necessary.

e) Indicate that all risks associated with TXS-MIPB are not as well explored as for Aroclor 1016.

3) Reassure smaller users

a) Tell them that we have a technical solution to the problem but that other factors on decision diagram have not been resolved.

b) Say we do not want to make samples available until other factors are explored more thoroughly or unless urgent need arises.

c) Benignus and Munch to visit:

Sprague
Jard
Aerovox
C.D.
E.C.
E.U.C.
McGraw Edison
Sangamo
Westinghouse
Mallory
Hi Energy
York
Capacitor Specialists
Maxwell

4) Decide on a reasonable sales price based on information gained from 2 and 3 along with internal technical and business inputs.

5) If patent is not granted, depend on our skill in manufacturing and purifying the fluid.

II. Transformer Fluids

1. Promote issuance of ANSI guideline for use of Askarel fluids.

2. Emphasize proper disposal of fluid.

3. Attempt to maintain 1254 use high enough to keep Aroclor 1016/1254 ratio $\geq$ 80/20.