

J. Alley - Insurance - what news?
2/10 Feb 26
St. Louis, Missouri

CALL REPORT 76-4

HELENA CORPORATION/POLLUTION CONTROL-WALTHER
BIRMINGHAM, ALABAMA

cc: David Wood
R. E. Hatton
M. A. Petrilli
C. Clay-1070

DATE OF CALL: January 28, 1976

Porttgen home 836-5946
870-8818
Office Park 280
280 Office Park Dr.
CONTACTED FOR HELENA/POLLUTION CONTROL-WALTHER:

Jim Poettgen, P. A.,
Helena
Charles Owens, Mgr. Mfg.
Electrical Plant
Bob Wright, Mgr. Eng.
Sales, Pollution
Control- Walther

FOR MONSANTO:

Jim Alley
Carl Clay

OBJECTIVES:

1. Assume account from Carl Clay.
2. Review dielectrics organization.
3. Review recent Monsanto announcements.
4. Review Monsanto plans for non-PCB fluids in transformers.
5. Obtain Inerteen 70/30 forecast for balance of the year.

RESULTS:

The dielectrics marketing island organization was discussed. Monsanto's recent announcements on the phase-out of PCBs were also covered with the above personnel. Questions were asked about Monsanto's plans to introduce non-PCB fluids for transformers, and I indicated that we expected to have samples and data sheets on non-PCB candidates probably by the end of February. Wright indicated that as G. E. goes, Helena would go.

INERTEEN 70/30

Helena had an order from the TVA for 60 electrostatic precipitator transformers. Each transformer will require 450 gallons for a total of about 28,000 gallons of fluid. The first shipment would be in May, 1976.

Helena, however, still does not have insurance except for 2 jobs which we now hold certificates for.

According to Jim Poettgen, TVA is still insisting on askarel transformers.

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Obviously, future askarel business at Helena this year is dependent on whether or not they can obtain insurance.

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The market for Helena's transformers in the electrostatic precipitators where transformers are required. The industries they are selling to are mainly paper mills and steel mills and other heavy industry where air pollution is a problem.

FOLLOW-UP

Jim Alley - Contact Carl Thallner, V. P. and Gen. Mgr., Helena Corporation, Bob Arnold, Pres. Pollution Control, Walther or Pete Meredith, Legal Counsel, Pollution Control, Walther to get things moving on insurance for Helena.

Jim Alley - Keep Helena apprised of PCB phase-out developments and non-PCB fluid introductions.

Jim Alley - Monitor with Jim Poettgen, orders that Helena has for PCB filled transformers.

J. A. Alley

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