Monsanto

FROM (NAME & LOCATION) A. Arpino - BRUSSELS

DATE July 24, 1970.

SUBJECT

REFERENCE AA/jk

C. R. Coleman - Ruabon
P. J. A. Marsh - Brussels
J. M. M. Thomson - London
A. F. Vodden - Ruabon

TO : P. G. Benignus, ST LOUIS

Dear Paul,

You may be aware that we have been experimenting in Ruabon on Santotherm 55 to determine if this fluid could be used as a transformer coolant. Initial results indicate the electrical properties of Santotherm 55 to be very acceptable and by copy of this memo I am asking Colin to send you his results.

We would like to take this one stage further and test this product to obtain detailed electrical properties and compatibility data. We were wondering if you could help us out, first of all by commenting on whether you feel it is feasible for Santotherm 55 to be technically acceptable and commercially suitable and, secondly, whether it would be possible for St. Louis to contribute funds fur the test work involved as, regrettably, we are unable to finance this ourselves.

The market price of petroleum oil-based transformer fluid in England varies from between 35 and 40 ¢/US gallon. As you probably know, we can obtain Santotherm 55 from Stanalchem in Rotterdam at 3 ¢/lb, which is the equivalent of 22.5 ¢/US gallon, f.o.b. Rotterdam which could allow us to deliver to a customer in England starting at 28 ¢/US gallon delivered duty paid. We can therefore make a little money on the transaction. We were hoping, and it looks likely, that the electrical properties of Santotherm 55 may have one or two advantages over the present petroleum oil-based fluid, in which case we might be able to sell it at a premium.

Before we carry out any market evaluation, we shall await your comments.

With kind regards,

DSW 201873

A. Arpino

Santotherm 55 is alkylated benzene + some other things bottoms from [illegible] benzene process. a blend of H230 + H230L

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