Monsanto

CALL REPORT – ORGANIC DIVISION

DICTATE IN SEQUENCE:
1. HEADING INFORMATION
2. NAMES OF ADDRESSEES
3. NAMES OF CARBONEES
(IMEDIATE ACTION NEEDED
EPORT ON CALL

REPORT CAPTIONS:
1. OBJECTIVE
2. PERSONS CONTACTED
3. RESULTS
4. ACTION REQUIRED

CUSTOMER NAME			DATE OF CALL
Westinghouse Electric Corp.			11/12/70
CITY AND STATE		DATE RECEIVED	DATE TYPED
South Boston, Va.			

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES

REGION	SERVICE CENTER	SALESMAN
Eastern	Wilmington	Randall Graham

TO P.G. Benignus - St. Louis CC T.L. Gossage - St. Louis
W.E. Papageorge - "

This call made with T.L. Gossage and P.G. Benignus to discuss price increase.

PERSONNEL CONTACTED: C. Peter Cooley - Sales Eng.
John Sulivan - Sales Eng.
Harry Butler - Mgr. Purchasing
George Hvizdos - Buyer
John Aldworth - General Mgr.
Al Kaiser - Process Eng.
Tom Beckman - Manufacturing Eng.
Dick Woolums - Manufacturing Eng.
Don Regar - Facilities Eng. & Quality Control Mgr.

PLAINTIFF'S EXHIBIT 1636

PURCHASING DEPT.: Presented price increase and Westinghouse personnel accept however, did make plea to help them reduce Inerteen costs. Butler asked following:

1. What must Westinghouse do to hold price firm at 14.5¢ per lb.? Repli that only way is for Monsanto to get volume back up to what it was prior to withdrawing plasticisors.
2. Butler asked for Monsanto to provide a sliding scale volume vs. pric Tom Gossage promised to provide such a curve.
3. Hvizdos raised question concerning freight equalization and fact tha Anniston no longer making Aroclor 1242. He was assured that Monsanto will continue to equalize freight even if Anniston closes down.

PLAINTIFF'S EXHIBIT 1635

Purchasing took us into the General Mgr's. office and he discussed the state of business and affect that price increase will have [redacted] on transformers short and long term. Again purchasing made plea for Monsanto he in reducing these costs. Gossage pointed out that if Westinghouse can incre their volume we might be responsive to working out something with them.

Aldworth showed concern regarding the PCB pollution situation and feels tha St. Louis visit is definitely in order for Hutchisons and Sterling. This loc tion committed to elimination of pollution. Presently considering purchase winding devise to draw off paper from coil of failed transformer so that co per can be reclaimed.

Aldworth mentioned that dry transformer salesmen are beginning to use fear tactics to sell dry type transformers over askarel. Case in point, New York State College and University Fund has made a decision against askarel towar

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S-331 (REV. 12/68)

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TO CC

dry type transformers supposedly on basis of fear of PCB pollution problem. Made arrangements to make call with Westinghouse Field Sales on consulting eng. firm to see if decision can be changed. Will plan to talk to New York State people if necessary.

During discussions Westinghouse expressed interest in evaluating Monsanto's Cerex (nylon material). P.G. Benignus will check with Dr. Munch and supply material if agreeable.

MISC. INFORMATION: South Boston manufactures 20 to 30 % askarel transformers and the remainder mineral oil.

Since this visit Westinghouse has increased the selling price of askarel transformers 3% to reflect our 22% price increase of askarel (3¢ per lb. effective Jan. 1,71).

Todays transformer selling prices are 7% below the 1968 level. Transformer market in 1969 was a record $91M. 1970 is forecasted at $68M dollars and 1971 at $72M dollars. It is not expected that transformer sales will reach the 69 level until late 1972 or early 1973.

In 1968 Westinghouse took approximately 32% of askarel sold into transformer application. Westinghouse Aroclor and askarel requirements amount to about 10 of total plant running capacity.

Network production line just starting at South Boston. After first quarter 1971 it is ~~xxxxxx~~ doubtful that any askarel transformers will be produced at Sharon location.

Trends working for askarel: Trend to higher voltage and tighter space, long term this will favor askarel transformers over dry. Also it is expected that longer term transformer construction will go to higher temperature operation (if insulation can be kept thermally stable). Westinghouse states that this will enable them to make smaller transformers and this is in favor of askarel At lower KVa ratings where weight and size are not important will see move to dry type.

Up to 15 KV askarel and mineral oil require the same level of insulation (some manufacturers say up to 25KV). At 27 KV the insulation for askarel must be steped up one level over that for mineral oil and again at 34KV.

Westinghouse uses Nomex where there is danger of high voltage corona discharge. When look at physical and electrical properties Nomex vs. paper looks good

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TO CC

yet in finished transformer Westinghouse finds it less attractive. Nomex is ~~more difficult to impregnate.~~

~~Factors affecting askarel market, (1) industrial expansion up, (2) government~~ spending for space exploration etc. Askarel units are used on most of these ~~projects. Askarel market 80% industrial load center 20% utilities.~~

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