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DIELECTRIC FLUIDS - QUESTION OF DRUM RINSING (WASHING)

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It is indicated that our epoxy-phenolic lacquer lined drums require rinsing (or washing) with high electrical grade Aroclor 1242 in order to retain high electrical values of the packaged material. Bayer and Prodelec practiced such drum rinsing--we have not.

Drum rinsing for Anniston was indicated to require $60,000 capital and $14,000 a year for a man to operate it. It is also estimated that an automated system might be installed for $90,000 and less operating labor cost.

In international competitive sales against Bayer and Prodelec, some instances have been experienced that their electrical quality was "better" than ours. This brings in especially Newport and also WGK, and not only Anniston, for considering drum rinsing facilities.

From time to time there have been instances where all three of our plants furnished electrical quality estimated considerably inferior to what Bayer and Prodelec offered.

Now the pertinent point becomes that until our plants demonstrate continuous and dependable production of high electrical quality, the matter of installing about a quarter million dollars worth of drum rinsing facilities remains a moot question.

Continuous production of high electrical quality at our plants still awaits installation of Porocel columns and demonstrations. It seems sensible to complete and demonstrate results before undertaking the drum rinsing project.

A second consideration before drum rinsing can be properly evaluated is the known fact that addition of epoxide stabilizers to our dielectric fluids have easily determined adverse effect on "high" electrical values. Moreover, this quality of epoxides varies, and in an experience with PPO at Anniston several tank cars of finished product could not be brought into even acceptable electrical values after "back-breaking" refinement attempts.

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Thus, prior to installing drum rinsing to retain "high" electricals, some form of quality control needs be incorporated into the epoxide additives. As yet we do not have this.

While we are one hundred percent for Monsanto to offer the best electrical values, a third consideration is to justify the considerable expense of drum rinsing facilities against what the realistic market need is. In our land (U.S.A.), the only complaints against our electrical quality arose when our plants furnished material decidedly on the "low side of things." (In fact, this was bulk material and the drum rinsing question was not even involved.) In most such instances we arranged for the user to refine the fluid to avoid our having to pay considerable freight charges for returned material.

Notwithstanding such faux pas, we know of no domestic U.S.A. nor EX U.S.A. (drum) user of our capacitor Aroclor who is fundamentally unhappy with our material. All are equipped to do their own refining--rather than that Benignus has completely "brain-washed" them on such subjects as power factor and resistivity. It speaks for itself that no customer is going to pay us one cent more for our possible one quarter million dollars worth of drum rinsing.

Yet, in international competitive areas, as mentioned above there are a few isolated instances where a user bought from our competitors because of what seemed "better" power factor and resistivity. At this time such a case exists in Brazil. This is a transformer maker. He uses about ten to twenty drums a year, and does not seek to do effective up-grading of electrical values.

For this and possible other such small isolated cases, our plant should strive to first make some "high" electrical material and then put it into rinsed drums.

In some experimental work at Anniston they were able to rinse a number of drums with Aroclor 1242 by hand with good results.

Accordingly, pending installing expensive mechanical drum rinsing facilities at Anniston, WGK and Newport, we suggest that our plants gain additional experience with a few "hand" rinsings of drums for selected international shipments. Such experience should throw more light on the intrinsic value we can expect to gain from installing more extensive drum washing facilities.

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