Monsanto

CALL REPORT
MONSANTO INDUSTRIAL CHEMICALS CO.

DICTATE IN SEQUENCE:
1. HEADING INFORMATION
2. NAMES OF ADDRESSEES
3. NAMES OF CARBONEES
4. IMMEDIATE ACTION NEEDED
5. REPORT ON CALL

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

CUSTOMER NAME		DATE OF CALL
POLLUTION CONTROL WALTHER		7/25/75
CITY AND STATE	DATE RECEIVED	DATE TYPED
BIRMINGHAM, ALA	7/28/75	8/1/75

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

	NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG	CATEGORY CODES
CP	KSR					
GFF	RLK					
REH	DW					
AAJ	8/5					

REGION	SERVICE CENTER	SALESMAN
SOUTHERN	ATLANTA	C. L. CLAY pr

TO CUMMING PATON

CC DAVID WOOD
JIM BRYANT

CONTACT: Bob Wright - Precontract Eng. Manager

OBJECTIVE Discuss possibilities of working with PCW relative to initiating Askarel spec on all transformers.

JOINT CALL WITH D. WOOD/J. BRYANT

RESULTS: Bob Wright was extremely enthusiastic over our visit. It appears that PCW has been approached many times in contractual arrangements on their electro static percipitators as to what they would recommend as to transformer fill. They have not, nor have they been able to give any response relative to current environmental considerations to their customers. Consequently, the strength of choice rested with the customer. As it turns out, Bob indicated that a lot of the utilities had elected to go with mineral oil versus Askarel primarily due to the environmental impact which they might be confronted with in the future on PCB's. Further more, Bob indicated a very strong interest in working with Monsanto and his potential customers in discussing PCBs and their present position relative to government regulation. He will be willing towork with us in notifying us of his potential customers so that one of Monsanto's reps could get in touch with the potential customer to update the present PCB situation.

Even more surprising, Bob was very profound in his comments stating that if he had his druthers, he would put Askarel in all transformers due to its superior performance over mineral oil. Outside of being fire retardant, Bob indicated that the Power efficiency of Askarel was superior to mineral oil and also a faster cooling rate which is necessary in these transformers was superior to mineral oil. Consequently, Bob will be working with us in the near future relative to personnel to be contacted at their customer level, with Monsanto taking responsibility for the official comment on PCB status.

Bob indicated that presently the bulk of electro static precipitators were manufactured by approximately 4 companies. These are PCW which has approx 30% of the percipitator market, Research Catrell, Western precipitation and Wheelabrator Frye. Bob indicated that on an annual basis, that the electro static precipitator market runs at approx $350M. Of this there is approx $40-$60M per contract. Also, Bob indicated that on the average 2,000 transformers are manufactured per year for use in electro static precipitators. At 450 gallon per, this would equate to approximately 900,000 gal fluid potential per year in electro static percipitators.

Bob indicated that there was an organization to which all people involved in Electro Static Precipitators belong. This is called the IGCI (Industrial Gas Cleaning Institute) which is located in Stamford, Conn. Bob gave David Wood

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REGION	SERVICE CENTER	SALESMAN			

TO CC

- the relative data of this organization for future contact and direction in other potential in this area for Askarel fluid.

FUTURE ACTION

CLC Get back in touch with Bob Wright within next three weeks to determine approach of Monsanto at their customer level regarding responses on PCB status with EPA

Get back and meet with Jerry Leitman V.P. Sales relative to his absence at the meeting.

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