Monsanto

FROM (NAME & LOCATION) D. R. Pogue-St. Louis

DATE : May 2, 1969

cc: E. P. Wheeler-EWHEEL

SUBJECT : AROCLOR USAGE

REFERENCE :

TO : H. S. Bergen-HBERG
D. A. Olson
W. R. Richard-WRICH

This is a geographical analysis of aroclor consumption in 1968 for the Fluids Group. It should prove valuable for our group, particularly in view of recent comments on pollution. A copy of the article on "PCB's" by the San Francisco Chronicle is attached.

Our aroclor consumption was determined by calculating the aroclor content in each hydraulic fluid and dielectric fluid consumed by state. Miscellaneous industrial fluids and heat transfer fluids represent pure aroclor products, i.e., Aroclor 1242, Therminol FR series.

Aroclor Market

Of about 48.5 M lb. consumed in 1968, our aroclor market is dispersed as follows:

Dielectrics	81%
Hydraulic Fluids	12
Heat Transfer	5
Misc. Industrial	2
Total	100%

Major Customers

As one would suspect, since the majority of our business is in dielectric fluids, our largest customers are the transformer/capacitor manufacturers. Our top 15 aroclor customers represented 36.7 M or 75% of our 1968 aroclor business. Of these 15 accounts, 14 were dielectric accounts and one was Pydraul A200 (Johnson Motors).

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	Customers	M lb.
1)	General Electric, Hudson Falls, N.Y.	9.8
2)	Westinghouse, Sharon, Pa.	5.3
3)	Westinghouse, Bloomington, Ind.	3.6
4)	Sangamo Electric, Pickens, S.C.	2.9
5)	General Electric, Rome, Ga.	2.2
6)	Cornell Doublier, New Bedford, Mass.	1.8
7)	Sprague Electric, North Adams, Mass.	1.4
8)	McGraw Edison, Milwaukee, Wisc.	1.4
9)	Johnson Motors, Waukegan, Wisc.	1.4
10)	Aerovox, New Bedford, Mass.	1.3
11)	General Electric, Pittsfield, Mass.	1.3
12)	ITE Circuit Breaker, Philadelphia,	1.2
13)	Electronic Components, Budgeport, Mass.	1.1
14)	Allis Chalmbers, Pittsburgh, Pa.	1.0
15)	PR Mallory, Crawfordsville, Ind.	1.0
	Total	36.7

The remaining 25% of our aroclor business comes from 1500-2000 customer locations for heat transfer, hydraulic fluid, dielectric fluid, cutting oil, vacuum pump and other uses. The average size of these customers is 5,000 - 10,000 lbs. of aroclor consumed annually.

Geographical Dispersion

The major states where aroclor is consumed are:

	M lb.
New York	10.9
Massachusetts	7.1
Pennsylvania	6.7
Indiana	5.2
Georgia	3.2
Illinois	3.0
South Carolina	2.9
Ohio	2.0
Wisconsin	1.7
California	1.2
Total	12.5

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The preceeding ten states account for only 25% of our business. The remainder of aroclor is consumed primarily in fifteen widely dispersed states. The attached map should help orient you to significant states and regions.

Dow

D. R. Pogue

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Attachments

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