cc: J. L. Hammer, Roberts
A. [illegible] Kroeger, "
W. M Russell, "
J. W. Newcombe, "
G. R. Buchanan, "
F. M. Luckett, Chicago

cc: Jake Arbogast, Chicago
D. B. Hosmer, Anniston
J. E. Crouch, "
W. B. Dunlap, "
H. L. Hubbard, Main Office
A. M. Ellenburg, " "

TECHNICAL SALES REPORT

ALLIS CHALMERS, INC.
Hawley Plant
West Allis
Milwaukee, Wisconsin

September 12, 1956

Allis Chalmers representatives: Messrs: Robert Odell, W. E. Elliott, Arthur Bates and William Pearson

Monsanto Chemical representatives: Messrs: W. B. Dunlap, Jake Arbogast and P. G. Benignus

Purpose of this visit at the request of Mr. Odell of Allis Chalmers was to review details of analytical procedures for Aroclor 1242 in the production of capacitors and to study the pilot plant about contamination problems.

All of this is part of our program of work with Allis, who plan to build a large plant to produce power factor correction condensors.

The type of difficulties encountered in their pilot plant operation are the kind of things that usually take place and while we were not able to put our finger on the exact trouble at this time, we did discuss and review various steps that should be followed and which will probably lead to solving the difficulties.

As yet, it has not been decided where Allis will build the plant but if they go into this business, they will be taking at least two tankcars per month of Aroclor 1242 and no doubt more in time.

On walking through their Milwaukee Plant it appeared that this enormous plant is filled to the corners with large power transformers under construction, steam turbines and generators, huge water wheel generators, turbines for nuclear reactors, etc. In fact, they are building a new power transformer plant because of the need of more room. Much of this equipment takes several years to build; about a year to test it and several more years to disassemble and rebuild it at location.

My reason for saying this is that there is certainly ample evidence of a lot of power producing equipment here and that this business will be going for many years to come and, of course, it will require distribution equipment, which is our end of it regards dielectrics. Allis Chalmers build their distrubution transformers, unit station equipment

(Continued page 2)

and network, distribution equipment, etc. at East Pittsburgh, Pennsylvania where Askarel is used. It is certainly logical that Allis Chalmers should build their own power factor correction capacitors to go with all this distribution equipment.

P. G. Benignus

PGB:tny
Typ'd. 9/19/56