**Monsanto**

FROM (NAME & LOCATION) St. Louis World Headquarters

DATE : April 30, 1969

CC:

SUBJECT : GENERAL ELECTRIC, CAPACITOR DEPARTMENT, HUDSON FALLS, NEW YORK

REFERENCE :

TO : H. S. Bergen - HBERG
J. G. Bryant
G. R. Graham - NEW YORK
N. T. Johnson
W. Kuhn - WKUHN
J. Molloy - KRUMMRICH
Bob McCutchan - KRUMMRICH
R. H. Munch - SECOND STREET
D. A. Olson - DOLSO
D. R. Pogue - DPOGU
W. R. Richard - WRICH
R. P. Sullivan - WILMINGTON

Visitors from General Electric: Larry Barker, R. Guiles, R. Dewart

Monsanto Personnel: J. Molloy, Bob McCutchan, R. Graham, N. Johnson, J. Bryant, P. Benignus

On Monday, April 28, our friends from General Electric inspected the new Aroclor facilities at the W. G. Krummrich plant and laboratory. They are most favorably impressed. General Electric already have life tests under way at Hudson Falls on a sample of Aroclor 1242 from W. G. Krummrich. In the not distant future they expect to order two or three tank cars from W. G. Krummrich for a full plant trial run. Thereafter they intend to purchase according to a practical schedule from both of our plants. General Electric requested that when loading cars to be shipped to Hudson Falls or Fort Edward, our W. G. Krummrich people must protect the open dome of the cars with a canopy. This is a logical and often recommended requirement. It needs to be adopted by W. G. K.

Tuesday, April 29, was spent with G. E. at our main offices. As Larry Barker has been at Hudson Falls a long time and knows all of the management people, a visit was arranged for the G. E. people with Charlie Sommer. We reminisced the critical visits that Mr. Sommer and I had with G. E. people in the 1956 days when we found it anything but easy to avoid G. E. turning our business over to a competitor.

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It was also convenient for us to arrange for Don Pogue to interview Larry Barker on any and all market research questions Don would care to ask. Mr. Barker was most responsive to Don's questions, and did not hesitate to indicate his feeling that most all of the information sought was already given to Monsanto and ought to be on hand. Particularly, the seasonal aspects of capacitor making was discussed. No doubt Don will want to post the seasonal purchasing patterns by General Electric and other capacitor makers over at least the past five years.

Also, the Findett situation was reviewed. It appears that Milt Tegethoff is burried under drums of scrap Pyranol, and that before he can extract himself additional large shipments of scrap drummed Pyranol will be arriving. As Mr. Barker has been restless over this, we pressed the need for him, as well as ourselves, to exercise patience. Mr. Barker was pleased that Jim Bryant will monitor the work at Findett, and that it will be mutually satisfying to avoid generating so much paper work in this area.

The thousand drums of nonreclaimable scrap at General Electric will not be spread over the dirt roads -- in lieu of any more satisfactory disposal, at this time the material is headed for the sea. The need for Monsanto to establish incineration of scrap Aroclor was emphasized.

Mr. Barker also emphasized that G.E.'s requirements for capacitor Aroclor are running ahead of their 1968 purchases. He feels that the 1969 purchase may be as high as twenty percent greater than in 1968. This would reflect about a two million pound increase, or about twenty-one more tank car shipments. As we see it, for General Electric to accomplish such a marked increase would require their taking at least some business away from our other customers. We know that this is happening to some extent. Additional,more important requirements are that we must have the "long hot summer", which G.E. are predicting, and our government's strong effort to slow down construction must not fully succeed.

Mr. Barker indicated that he and Bob Abbe will look forward to visiting us in St. Louis later this year to present helpful suggestions relative to pricing arrangements.

Paul B.

P. G. Benignus

/ecd

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