M.A. PETRILLI - AKRON - 1010 DATE OF CALL: 01/23/76

January 29, 1976

JIM ALLEY
ROGER HATTON

WESTINGHOUSE
SHARON, Pa.

David Wood
St. Louis

CONTACTED: Group Session (Purchasing Office):

Bill Siefert, Works Eng'g.
J.C. Gardner, Sales-Service Mgr., Med. Power Units
Bill Brennan, Works Eng'g. Mgr.
Jim Rotruck, Materials Mgr.
Dick Jones, Senior Buyer
Fred Brütt, Eng'g. Mgr., Dry Type Units
Al Mazanek, Sr. Engr.
Al Tomle, Sales Engr., DT&I

M&MT LAB: Henry Pearce, Insulating Section Mgr.
Bob Kurz, Engr.

BACKGROUND:

The above group was assembled to hear me officially announce that we are phasing out of the PCB business. Discussion included our recent history of efforts at controlling the sales of askarels, and our plans to continue, with no timetable for phase out yet selected. The question was asked if we would also shut down our U.K. plant at the same time.

The marketing people acknowledged that they are getting inquiries about PCB alternates, and several of their customers have switched from askarel to oil filled units.

NON-PCB's:

The consensus of the group was that non-PCB's would be used to replace askarels as the economics allowed. If the insurance companies made their rates sufficiently high, when using the non-PCB's, then customers would switch to dry-type where possible, and to oil-filled in other areas.

Henry Pearce indicated he had the data on our non-PCB's that we presented at South Boston, but little work had yet been done. He did ask for samples, and I promised him 5 gallons of MCS 1839, and the others, as available.

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WESTINGHOUSE
SHARON, Pa.

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ATTN JIM ALLEY:

Henry Pearce is the Lab manager of the dept. that does applications research in dielectrics, and he reports to Harry Sheppard. My impression is that he will be the man most involved in evaluation of our transformer non-PCB's for the time being (sort of like Bill Fessler at GE's transformer labs in Pittsfield). Please let me know if that's the way you see it from your So. Boston meeting.

FORECAST: Inerteen 54201 CM

1975 961M lbs.
Jan. 95M lbs.
Feb./Mar./April - 8M gal. each month.

Our announcement of PCB phase out should start to show declining usage in 3-6 months.

FUTURE ACTION (MAP):

1. Review Westinghouse non-PCB strategy with Jim Alley.
2. Secure 5 gal. MCS-1839, and other materials as available, for Henry Pearce.
3. Get answer on Toxicity definition from G. Levinskas, for Henry Pearce.
4. Next call: discuss in detail, non-PCB competitive situation with M&MT Lab/Purchasing.

MAP/wlr

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