Monsanto

CALL REPORT

MONSANTO INDUSTRIAL CHEMICALS CO.

Vrg P.D. Craska. M. Petrilli

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
WESTINGHOUSE ELECTRIC		4/21/75
CITY AND STATE	DATE RECEIVED	DATE TYPED
SOUTH BOSTON, VIRGINIA	5/5/75	5/5/75

CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY

NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG	CATEGORY CODES
File Dielec					

REGION	SERVICE CENTER	SALESMAN
SOUTHERN	ATLANTA	M. L. MARCUM pr

TO C. PATON - ST. LOUIS

CC T. L. GOSSAGE
DAVID WOOD
W. B. PAPAGEORGE

PERSONNEL CONTACTED

John Aldworth - Div. Gen Mgr.
George Hvizdos - P.A.
Ray Miklos - Mgr Personnel Relations
Don Albert - Staff Supv.
David Keyser - Mkt Mgr

OBJECTIVES:
1. Deliver prepared response from W. Papageorge to questions pertaining to worker safety posed by D. Albert.
2. Discuss justification of Inerteen pricing with Purchasing
3. Review current programs and projections of transformer sales with J. Aldworth.

RESULTS:

At D. Wood's request, the responses from W. Papageroge were delivered in session with J. Aldworth and R. Miklos in an attempt to obtain their cooperation in the proper handling of future worker-initiated questions. Both were extremely pleased with the nature of the responses and agreed that the subjects covered should be handled in a "low-key" manner only among those involved in a workbench type meeting. Similar responses are on file and word came from the Sharon plant that the same type of questions had been asked for which South Boston should inquire to see if any new or additional information had been developed. J. Aldworth points to the 40 year of experience handling Askarel as justification enough of its safety when handled in a proper fashion. In summary, I believe that future such questions will be handled in-house unless some particular damaging incident can be presented. At Don's request I once again toured the Askarel fill area to pass approval over their efforts to insure good housekeeping and talked with the shift foreman there.

The entire marketing dept for the Small Power Systems Division was present for a sales meeting and review of S. Boston facilities. I was able to get first hand info from Dave Dayser supporting his statements that the costs of Askarel filled units with their possible surcharges to handle increases in price of Inerteen were causing many users to consider and decide in favor of dry type transformers. This, coupled with a bit of industry fear as to the effects and bother of Askarel units have caused the growth of oil type and dry type transformers to pass Askarel filled. J. Aldworth showed me a report prepared in 1972 and continually updated investigating the costs to convert S. Boston to dry type and mineral oil units. While this conversion cost has increased, it is not by the same magnitude of Askarel and the issue

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TO CC

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has been/opened. John also says that they are starting to get good back ground through their licensing arrangement with Mitsuluski of Japan relating to use of silicon oils replacing Askarel. While the cost of silicon is still about double that of Askarel, he looks toward new plant capacity to lower signficantly the price of silicon oil.

Apparently ITE recently held a demonstration under controlled conditions two months ago at a customer's plan in Wisc. comparing flammability of mineral oil vs Askarel vs silicon with the silicon proving less flammable Word of the demo has circulated among five customers and inquiries have resulted. In fact, several silicon filled units were specifically built for Dow Chemical with silicon they supplied from Dow Corning to "build history of data on silicon units".

George Hvizdos has prepared a report attempting to relate Inerteen cost to Chem Reporter quoted benzene and chlorine pricing. While no one can explain the deviations expected from normal as the result of power utilities and labor, he has a contract Codicil from two years ago which provides factors for increases in these costs. He believes its time for an Askarel reduction, but will supply me with his report as soon as finished.

Overall, they are very hopeful that we will be able to develop a revised Askarel to lower the price ultimately of their units.

Mickey

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