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R. H. Munch - JFO
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CAPACITOR FACILITY

P. G. Benignus - St. Louis

You asked me for my opinion on whether Monsanto should set up a laboratory for making and testing model capacitors. I believe there are two aspects of this question:

1. To Promote Aroclor Sales

Such a facility would have been valuable in Europe 10 or 15 years ago when Aroclor was being introduced to the capacitor industry. It would have enabled Aroclor to have gained a quicker acceptance by solving the many problems that arose in the early days.

However, the position today is different in that current technical developments, such as scavengers and polypropylene film, point to a reduction in the quantity of Aroclor required per VAR. We should be aware of the impact of these developments, but we should not spend money to expedite them.

The only justification for such a program would be to support a project aimed at increasing Aroclor sales. At present I cannot offer any ideas for a program leading to this objective.

2. To Provide Technical Service For Sales Of Polypropylene Film

If the current negotiations between Monsanto, BCL and G.E. are successful and lead to our participation in a European marketing operation with polypropylene film then it will be necessary for us to provide technical support. The most effective way of doing this would be a demonstration of the performance of the film in capacitors. These capacitors should have a dielectric area of several square meters with a capacitance of the order of 5 microfarads. Tests on smaller capacitors would be less convincing.

This work might be contracted out, but I believe that this would be less satisfactory. Firstly, there would be a substantive volume of work arising from monitoring production quality, examining competitors' quality and settling customers' problems. Secondly, by being personally involved with the work we would be better able to appreciate the problems that will arise from the use of polypropylene film. I therefore believe that, if we enter this new field, we should carry the work out internally.

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The cost of this work must be born in mind when projecting the profitability of our getting involved with polypropylene film. However, without such technical support, Monsanto's position in polypropylene film will be too remote to convince customers that its product is worthy of attention and confidence.

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