Monsanto

FROM LaSalle, P. Q.

DATE August 15, 1972

SUBJECT Eastern Electric Ltd. - Montreal

REFERENCE Call Report - Aug. 14/72

TO D. Goodwillie

c.c.: H. F. Dixon
J.G. Edmiston
J. A. Kriss
~~C. Paton~~
P. G. Benignus

Canada

Contacts: Mr. Rosengarten - Pres.
Mr. L. Bertolini
Mr. D. DeVille

PURPOSE:

Track down source of rumor that Alberta had banned Askarel transformers.

REPORT:

Bertolini stated that they had had an order for 50 Askarel transformers from Canadian ASEA for installation at a thermal power generating station being built at Calgary, Alta. Canadian ASEA cancelled the oder giving the excuse that Calgary Power or Alberta Power had changed their mind and did not want Askarel. Canadian ASEA supposedly are supplying oil-filled units made at their Boucherville (Montreal) plant or in Sweden.

As Alborta Power and Calgary Power as well as the Alberta Government have denied to John Kriss that PCB's had been banned in Alberta, one might guess that from an economical point of view it was to ASEA's advantage to sell transformers of their own design and manufacture rather than sub contract for British made units.

Bertolini has not pursued the matter further and is not inclined to sell the advantages of Askarel. He points out that the P.C.B. situation has done a lot of harm. He fears that his 1972 Askarel transformer sales will be down 60 - 70%. Askarel transformers have in the past several years represented 20-30% of their total business in Canada. Most of it has been in the Montreal area. To counter this downward trend Eastern are negotiating with a U.S. firm to resell dry-type transformers in Canada.

Bertolini also stated that he lost two other orders recently, because engineering firms changed the plans calling for Askarel transformers at a new hospital and at a beef packaging plant, both in the Montreal area.

According to Bertolini, one of the engineers in question, a long time friend and promoter of Askarel, now regarded Askarel as an objectionable pollutant for food plants and hospitals. A dry-type unit has been selected for the beef packaging plant. In the case of the hospital no decision has been reached because the unit is to be installed in the basement where flooding is a hazard.

Bertolini indicated that Federal Pacific (F.P. Pioneer in Canada) were pointing to the P.C.B. hazard and pushing dry-type transformers.

SUGGESTED ACTION:

I showed Bertolini my copy of the U.S. Interdepartmental Task Force Report and offered to visit any engineering and architectural firms to make sure they had the correct information on P.C.B. Bertolini agreed that such action would do no harm but doubted that it would effectively remove the P.C.B. scare which has become the popular sales point of the dry-type transformer salesmen.

T. W. Oneson

TWO/cm