P. G. Benignus - St. Louis

January 12, 1971

MCS 1016

Your memo 1/7/71

P.J.A. MARSH
BRUSSELS

T. L. Gossage
E. V. Weskes - Brussels
J. R. Savage
A. Arpino/J. Haggart - Brussels
H. A. Vodden - Ruabon
C. R. Coleman - Ruabon
F. MacDonald - Newport
J. R. Fallon

Dear Peter:

Thanks for writing as I am glad to answer your questions in the same order as given and will follow your same distribution in my reply.

1. MCS 1016 is a costly venture and is hopefully the long term solution. It must be that, certainly until and unless our Government would find reason to attack MCS 1016. We do not believe that MCS 1016 would warrant such attack. This is why we are making the product. Of course it too should not be dumped into the sewers.

2. We are telling our customers that MCS 1016 is scheduled as the complete replacement for capacitor Aroclor 1242. Our newly increased price schedule carries MCS 1016 with it.

   The present status is that all of our major customers have received 40 gallons of MCS 1016 to run capacitor life tests. The results will not be at hand for 4-5 months. No one anticipates any significantly abnormal experience and the foundation is being laid to support the very large fractionation volumn required to make MCS 1016.

3. Since advent of the PCB pollution problem we raised our Aroclor price 3¢/lb. or about 20 percent. You are well aware, as I am, of the extremely conservative pricing throughout the years on electrical Aroclor. This and understanding the significance of the PCB impact and our cost increases allowed our customers to accept this drastic price increase.

   Now you ask whether we will increase further and to what extent. We hope there will be no further increase and carefully weighed our judgement to make our recent increase in one lump rather than as prolonged increments.

4. We have not found other benefits of MCS 1016 other than the indicated better biodegradeability vs Aroclor 1242.

5. Whether the MCS 1016 you are having made by custom distillation will be the same as ours depends on the fractionation employed. Our column is rated to have a 30 tray capability. When you have material at hand, take the liberty of sending a sample to us for checking the similarity of composition.

Adolfo Arpino has received some of our MCS 1016 material for NOIKA, Liljeholmens and BICC. We in turn are relying heavily on capacitor life tests under way at GE and Westinghouse.

We trust having answered your questions.

As you recently raised prices in the UK, please send me the new schedule and include prices in Germany, France and Italy.

Best regards,

P. G. Benignus

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