ST. LOUIS, MISSOURI

cc: R. E. Hatton
D. Wood

CALL REPORT NO. 76-37

UNIVERSAL MFG.
BRIDGEPORT, CONN.

DATE OF CALL: October 12, 1976

FOR UNIVERSAL: Ray Clark, V.P., Capacitor Division
"Pat" Patterson, Chief Engineer
Ed Wickam, Purchasing Agent
Bob Delvy, Product Supervisor

FOR MONSANTO: D. Wood
Jim Alley

RESULTS:

Reviewed details of Monsanto phase out plans and left handouts with them on industry forecast and procedures for phase out.

Ray Clark was relieved that Monsanto will supply Universal's needs for 1977/78. Universal's forecast provided in June/July is still considered realistic for Bridgeport and Totowa.

Universal will probably require TC per month for balance of 1976 at each location. They have cut back some at Totowa, but are up a little at Bridgeport. Therefore, one Totowa car might come to Bridgeport.

Advised probably no price increase in 1976. Further, said would plan to give 60-day notice if any increase materialized. Clark said Universal would have to eat price increase unless it came at a time that can be passed on in contracts with ballast customers. Clark expressed view that paper and foil will increase at end of 1976.

Universal will stay with PCB's as long as they can. Seem to have some hope that GE's move away from PCB's will help Universal's business in the short term.

Universal's limited testing with phthalate ester is looking good. Ray Clark was to visit the HATCO plant on October 14.

Clark believes PE's will work at higher temperatures. He thinks that if DOP works across temperature range, long term will be hard for other materials to compete on economic basis -- i.e., Dow fluids, etc.

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Ray said if DOP doesn't work in ballast, he doesn't know what Universal will do.

Advised no decision has been made by Monsanto Plasticizer Division about offering PE to capacitor industry.

Jim Alley

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