Monsanto — **CALL REPORT—ORGANIC DIVISION**

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
Belleville Industries - Aerovox Division						2-22-73
CITY AND STATE				DATE RECEIVED		DATE TYPED
New Bedford, Mass.				2-28-73		2-28-73
CUSTOMER MAILING LIST CHANGES—SERVICE CENTER USE ONLY						
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES	
REGION	SERVICE CENTER	SALESMAN				
New York	St. Louis	J. G. Bryant				

TO C. Paton CC

~~CP~~	~~REH~~
PGB	~~DER~~
~~PHL~~	~~PWG~~
~~GTF~~	~~NTJ~~
~~JHD~~	~~TLG~~

Date Rec'd: 3/5

CONTACTED: Cliff Tuttle, President & Owner
Phil Morgan, V.P. Finance
Paul Teeple, V.P. Mfg.
W. Koch, Mgr. Purchasing
J. Hutzler, Mgr. Engineering

PURPOSE: Meet with the new management of Aerovox to determine the market approach they plan.

SUMMARY: Tuttle and Morgan talked extensively about their plans to capture a large share of the ballast market. They are fearful of the introduction of new systems by G.E. They are already sweating a replacement capacitor being offered by G.E. to I.B.M. I.B.M. has told Aerovox that G.E. will provide them with a non-PCB capacitor this fall. Aerovox feels the new design is an all film (polypropylene) unit either metalized film or a film-foil arrangement. They believe that metalized film is most likely because G.E. has bought one film winder and has two more on order for delivery in Aug. These were purchased from Metarsa in Fribourg, Switzerland. Metarsa sales personnel have been calling on other capacitor manufacturers trying to sell the film winding machinery. They have been distributing typical dry metalized film windings to show the machines ability or capability.

Aerovox believes further that G.E. plans to introduce polypropylene film into the ballast capacitors. They have also been told this by Advance. They believe G.E. is motivated in this direction because of recent increases and threats of further increased prices for capacitor tissue. G.E.

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has control over the costs of the polypropylene which is an "in house" product for them. The only hold back Aerovox feels that would keep G.E. from going this way is the Justice Dept. and the possible repercussion they may encounter if they tried to monopolize the market.

Hutzler felt the most likely approach for G.E. would be to replace the paper in the present unit with polypropylene and make an all film-foil unit. This would most likely be impregnated with Aroclor but could use some other impregnant of a hydrocarbon nature. The unit could also be a metalized film in which case the impregnant would most likely not be Aroclor. However, Hutzler feels the present hold up on this system is the manufacturing failure rate which would add substantially to the product cost.

Hutzler also feels that another approach would be a dry wound metalized film unit placed on the low voltage side of the ballast. His comments were conditioned quote by "his lack of knowledge of the complete ballast." Aerovox only makes the capacitor for the Advance ballast whereas G.E. and Universal Electric manufacture the complete ballast. Although this location of the capacitor would cause some loss in efficiency it would allow them to operate a dry unit whereas this would not be practical without the rearrangement. However, in a later conversation R. Clark at Universal felt this was not practical since it would add prohibitive costs in increased materials in the ballast construction. This could stem over into

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H.I.D. (High Intensity Discharge) for outdoor lighting a high volume area for Aroclor capacitors. This would be applicable only to the low voltage units. However, lighting uses various voltages such as 280, 330, 480, 660 VAC.

It is believed by Hutzler that G.E. is using Chevron C-23 oil in their export capacitors to nonPCB countries.

In summary Aerovox is running scared of what G.E. plans.

Reviewed with Cliff Tuttle and Phil Morgan the entire Aroclor problem and tried to bring them up to date with the final PCB report. Tuttle is interested in expanding to the P.F. correction capacitor on each house which create a tremendous demand. Also, industrial P.F. correction would present a tremendous potential. Tuttle feels all this probably will come out of the demand for more efficient power utilization. Told Tuttle the figure I had been led to believe was ½KVAR for each KW and our system is far below this. We agreed there is a great demand. Both Tuttle and Morgan were quite concerned that they were handling the Aroclor in the best possible manner to avoid problems. We reviewed the progress at New Bedford over the past year and the discussions with the former Engineering (Aerovox) people on the Navia Scotia plant. Told Tuttle Bud Scranton and I had worked closely on the design of this plant. Tuttle asked me to visit the operation with him for a design review. I told him this was a Canadian operation and we were set up with a commercial operation which handles

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these type problems. Told him further that the Canadian group would most likely request assistance from the St. Louis product group. Tuttle continued to insist that I visit the operation, to which I replied if he felt this strongly then he should make his desires known to Howard Bergen. He requested that on future visits to New Bedford, I spend considerable time with Paul Teeple. Tuttle also said he was going to ask for Howard's approval for my visit to Novia Scotia @ their expense and instruct Paul MacPhee (Pres. of the Canadian operation) to request the same from the Canadian Monsanto.

Hutzler inquired as to the status of PCBs in the various European countries. I told him on the countries which I knew but there were some such as Germany and France that obtained some exemptions in this World Health Organization. Paul, could you give me a complete run down on the various European restrictions?

Hutzler says the computers manufacturers such as I.B.M., D.E.C. and Xerox continue to pressure them for nonPCB capacitors. What was our conclusion from our discussions with I.B.M. Bill Papageorge talked with them, what was his conclusion?

FOLLOW UP: Benignus

1. What is the status of the various European countries in regards to PCB restrictions?
2. What information do you have on G.E.'s plans in regard

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to supplying the nonPCB units?

3. Do you still feel the film winders for G.E. are for research?

Bryant

1. Check with Teeple on next visit.
2. Keep posted on market developments.
3. Feed back to Hutzler on the PCB restrictions.

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