Mr. J. B. Trotter

St. Louis

July 27, 1953

Mr. H. O. Tittel

Anniston

Anti-Rust Compound No. 3621-S
GENERAL ELECTRIC COMPANY
100 Woodlawn Avenue
Pittsfield, Massachusetts

Dear Herb:

G.E. has asked us to manufacture and offer for sale the subject material. In line with our general policy to accommodate G.E.'s wishes in every way possible, will you, please, prepare to make and offer this item.

The anti-rust compound consists of a mixture of 200 pounds of Aroclor 5460 and 29.4 gallons (200 pounds) of 1501 thinner--yielding 40 gallons of anti-rust compound. The 1501 thinner has been obtained by G.E. in the past from the Guard All Chemical Company, Norwalk, Connecticut. G.E.'s specification for this material is DS-B19A and they call it "Pyroxylan lacquer thinner". Its composition is as follows:

Toluene	50%
Butyl Acetate	20%
Iso Propyl Acetate	10%
Iso Propyl Alcohol	10%
Ethyl Cellosolve	5%
Cellosolve Acetate	5%.

G.E. has indicated the cost of the thinner to be $0.73 a gallon and you will want to contact Guard All Chemical Company to confirm this as well as availability.

According to the figures given us by G.E., we may be called on for only 200 gallons a year of this item. However, most of it goes to Wagner Electric here at St. Louis and it is possible that if the other transformer people knew about it they might have some use for it--although I definitely know some who would not have need for it.

Accordingly, you can gather that we are concerned here with a very low volume item, but as mentioned previously, no doubt, it is along the lines of the policy set to accommodate G.E. in every way possible that we are going along with this thing.

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Recently I checked into this thing with Wagner and they told me that they do use about 100 gallons a year and they were under the impression of paying $5.30 a gallon for it.

We have advised Mr. E. E. Bauer at G.E. that we will prepare ourselves to offer this rust inhibitor.

P. G. Benignus

PGB/mr

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