ST. LOUIS, MISSOURI

cc: R. E, Hatton
M. A. Petrilli-1010
D. Wood

CALL REPORT NO. 76-25

WESTINGHOUSE
SOUTH BOSTON, VA.

1 VC. CR
2 file

DATE OF CALL: May 25, 1976

FOR WESTINGHOUSE: John Aldworth, Gen. Mgr.
Gary Wilburn, Transformer Design
Don Reiger, Eng.
Harry Butler, Mgr. Purchasing
George Hvizdos, Senior Buyer
Bruce Ceiling, Marketing

FOR MONSANTO: Jim Alley

RESULTS:

Shift from Inerteen 54201CM/100-42 to 70/30:

1) Westinghouse doesn't want late hour change to Inerteen 70/30.
2) 1254 not as biodegradable.
3) 1016 price is better, might want to go this route. Potential problem for Westinghouse with arc-formed gases. Wouldn't help 1254 inventory.
4) A shift to 70/30 might force a Westinghouse management edict to move out of askarel now.
5) With 70/30, there is lesser probability of making up with TCB - there is a maximum TCB level.
6) The less biodegradable 1254 would be bad for Westinghouse publicity. The 1254 goes against position Westinghouse has taken at EPA meetings i.e., 1242 is relatively more biodegradable. It would be difficult for Westinghouse to change their position at this point in the market's life.
7) Westinghouse asked if Monsanto would mix 1242 and TCB to stretch 1242. It was pointed out that this won't help 1254 inventory.
8) Westinghouse has no experience in their plant at South Boston with Inerteen 70/30. They don't anticipate any problem if they have to convert.
9) Westinghouse wants to know ASAP about whether they will have to shift to 70/30. Butler and Hvizdos asked for Monsanto's answer by week of June 1.
10) In view of Westinghouse's testimony before EPA on 1242, they will want to obtain legal advice regarding a shift to 1254.

FORECASTS

1) S. Boston has 600 units in production schedule extending into 1979. These units would require 180 M - 240 M gallons.

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2) S. Boston had about 17 M gals. Inerteen in inventory.
3) Forecasting shipment of 1 car in June, 2 in July, and 2 in August.

PCB TERMINATION DATES

Westinghouse will probably make an official statement before the end of 1976.

Wilburn said G. E., Pittsfield, will not make network askarel transformers after July 1, 1976.

Westinghouse seemed to hedge on earlier comments suggesting no more askarel at S. Boston after Jan. 1, 1977.

Apparently, idea of Westinghouse building askarel transformers, but not filling and letting their customer try to buy fluid never got beyond talking stage. Westinghouse will continue to follow Monsanto policy wherein we will only sell to manufacturers.

TRANSFORMER MAKE-UP

Hvizdos will respond to my letter to S. Boston on this subject. Response will be made in June.

Estimates as high as 160 $\bar{M}$ lbs. askarel in field in transformers.

Westinghouse comments were that nobody will want to hold millions of pounds of askarel fluid inventory.

Service organization contacts are:
B. J. Stirman - Western U. S.
T. E. Harrison-Eastern U. S.
Both are at Greentree (Pittsburgh) Pa.
Phone - 412-255-3800.

PCB INCINERATION

S. Boston uses Chemtrol in Model City, New York. Consider service good.

SILICONE MARKET PENETRATION

Westinghouse would only say they have made "several" silicone units. Commented 25% of askarel business will go to silicone. Movement to askarel:
1) environmental
2) future availability askarel
3) for experience
4) EPA psychological influence.

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VACATION SHUTDOWN

S. Boston will shutdown 2 days around July 4, but this is not expected to have much effect on production rate.

HOOKER TCB ANNOUNCEMENT

Westinghouse was aware, but understands Hooker has about 1 year's inventory on hand.

FUTURE ACTION

Advise S. Boston of when Monsanto will ship last car of Inerteen 54201CM.

Announce to S. Boston price increase on Inerteen 70/30.

Jim Alley

Jim Alley

/deb

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