cc: M. A. Petrilli
R. E. Hatton

GENERAL ELECTRIC
ROME, GEORGIA

DATE OF CALL: 2/19/76

TO: David Wood

CONTACTED: Larry Crowe, Purchasing Agent
Gus Davis, Director of Purchasing
Jim Kinney, Development Laboratory Chemist

OBJECTIVE: Discuss Dielectrics price increase announced February 13.

RESULTS:

G. E., Rome, has orders to fill with the next six months where they indicate that they will hurt because of the price increase. They pointed out that if they had had about two months notice, the impact on their customers would have been easier to handle.

G. E., Rome, is predicting a slow 2nd half 1976 for askarel transformers.

One of the reasons discussed with G. E., Rome, for the price increase was decontamination of our plant and tank car fleet, etc. G. E. has requested that we not put this in writing because they feel that decontamination might set a precedent for G. E. with their customers whereby the G. E. customers would come back to them and require G. E. to clean up askarel field transformers after our plant has been shut down. G. E. thinks it would be all right to say cost of going out of business. This matter was discussed on the phone from the purchasing office with Mike Dobbins, the Division Legal Counsel for transformers at Pittsfield. Jim Kinney placed the call to Pittsfield.

Results MCS 1865/1866

G. E. is interested in receiving samples of both of these products as soon as possible. G. E. is concerned about any chlorinated product and G. E. is interested in any environmental information that Monsanto might possess on TCB. They are worried about the future of TCB and indicate that this will determine the interest of G. E. in our candidates.

Jim Kinney mentioned the ASTM Symposium in the fall 1976. As I understand it, this is a Committee D27 Symposium which will have a session dealing with silicones. Kinney is recommending that the symposium session be broadened to include all new candidates and that our 1865 and 1866 be included.

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Kinney also inquired about whether Monsanto has received a copy of the National Bureau of Standards Report on insulating fluids. He commented that it has been coming out piecemeal. It was his opinion that Dr. Ralph Munch would be very familiar with this work.

Concerning the UL testing, Kinney commented that 1839 was comparable to silicones and better than mineral oil although he has not seen a final report from Dr. Fessler at Pittsfield.

Another comment by Kinney was that it was his impression that Monsanto was not very interested in the transformer business after we stopped making the PCB fluids.

Kinney stated that silicones are going through aging testing now at G. E. He pointed out that our fluids need to be going through the same type of tests.

I inquired with the Rome personnel about a changeover from askarel fluids and Jim Kinney pointed out that it would take 6-18 months to make the change. The 6 month period would be a change to mineral oil or dry transformers and the 18 months would be one for a changeover to MCS 1865 or 1866 or other competitive fluid. Kinney feels that until the insurance companies have blessed a substitute, Rome can't make a change.

FUTURE ACTION:

Jim Alley, Roger Hatton: Send samples of 1865 and 1866 to Rome. Compile any environmental data that we can make available to G. E., Rome, on TCB and forward to Jim Kinney at Rome.
Jim Alley: Call at Rome in April.

J. A. Alley

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