Monsanto

CALL REPORT
MONSANTO INDUSTRIAL CHEMICALS CO.

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
Kuhlman Electric Company					8-28-75
CITY AND STATE				DATE RECEIVED	DATE TYPED
Crystal Springs, Mississippi				9-9-75	9-9-75
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER	SALESMAN			
Southern	Houston	R. J. Christman/md			

TO C. Paton

CC Jim Armentor
D. Wood
Bill Moore

(2) CP, GFP, RWH, AAJ
KSR, MLK, (1) DW

CONTACTED: Joe Smelko - Plant Mgr.
Larry Dell - P.A.
Bob Clark
Ben Miksa

Joint call with Jim Armentor - Houston

INERTEEN:

Purchasing has two tank trucks of fluid coming in from us in the next two-three weeks. Clark and Dell say their business is picking up somewhat specifically in specialty and power transformers.

EPA SITUATION: Smelko has just completed a report requested by the EPA on a list of Kuhlman's PCB transformer fluid customers to which Kuhlman has shipped for the past 12 months. Smelko showed the report to Jim and I and is forwarding it to the EPA.

Now the EPA is requesting the same information from Kuhlman on shipments to transformers users for the period 1971-1974. Smelko needs a updated technical bulletin on handling askarels.

COMPETITIVE SITUATION: It is obvious that Kuhlman is certainly aware of new Dow and Dow Corning transformer fluids although they don't seem to know many of the specifics on these fluids. Ben Miksa referred us to John Fisher at Kuhlman's Versailles, Ky. plant for information on the Dow fluid. Miksa said to check back with him next visit and he might find more details on the Dow fluid.

On the Dow-Corning fluid Miksa says it is a silicone, has been in test transformer's for two years and has performed satisfactorily, however is more expensive than Inerteen and may arc-form to combustible gases. Recalled the ppm moisture was very good.

On any new fluid Monsanto might propose we would work with Dennis Orten and Ronny Nelson at the Crystal Springs plant. If we have anything to have tested Kuhlman would appear to be willing to cooperate with us.

ATTENTION: DAVE WOOD: Would like to make a call with you here late Sept or October.

0434242

S-331 (REV 10-72)

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TOWOLDMON0057746

Monsanto

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Kuhlman					
CITY AND STATE			DATE RECEIVED		DATE TYPED
CUSTOMER MAILING LIST CHANGES – SERVICE CENTER USE ONLY					
NAME AND TITLE	PUT ON	TAKE OFF	MP	MAG.	CATEGORY CODES
REGION	SERVICE CENTER	SALESMAN			

TO

GENERAL:

Kuhlman no longer uses drums of Inerteen and does not drum off from the truck. The 3200 gallon truck is padded with Nitrogen and moved directly to the appropriate transformer as needed. Any spillage is very minor and wiped up with rags and sawdust. The rags and sawdust will now go into a approved landfill.

On discussing several types of transformers Smelko said:

Regular oil types are encased in concrete vaults and equipped with foam snuffing systems both of which are expensive.

Gas cooled completely sealed units, nitrogen padded and fan equipped.

Glass insulated dry types are very expensive. These use more copper are larger and less reliable (collect dirt and moisture)

Smelko said State Fire Codes required low flash point (PCB) fluids for designated fire hazard areas.

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