

Monsanto

F- 246-19

cc. H. Ray
T. E. Green

FROM (NAME & LOCATION) St. Louis - General Offices

DATE July 8, 1968

SUBJECT DELIVERY OF HIGH QUALITY
ELECTRICAL PROPERTIES FOR
ELECTRICAL GRADE AROCLORS

TO W. B. Kuhn - WKUHN

cc. C. E. Anagnostopoulos - CANAG
D. C. Armstrong - Krummrich
H. S. Bergen - HBERG
H. C. Carder - HCARD
D. Danna - DDANN
W. B. Dunlap - Anniston
V. R. Haupt - Anniston
H. O. Hehner - HHEHN
D. B. Hosmer - DHOSM
N. T. Johnson
W. H. Howard - Anniston
J. C. Landwehr - Anniston
G. W. Miller - Anniston
J. W. Molloy - Krummrich
R. H. Munch - Second Street
W. B. Papageorge - Anniston
J. F. Quinn - Second Street
W. R. Richard - WRICH
J. R. Savage - Queeny
C. M. Williams
H. L. Williams - Anniston

For two years we have been talking about how to economically deliver high quality electrical grade aroclor. After testing various combinations (Anniston TSD Jobs 370-340 & 501), the obvious conclusion that drum flushing is mandatory regardless of the lining was drawn. A proposed system was outlined in Anniston PR&D Report 370-501-No. 2. Based on this system, Anniston was going to do an economic evaluation. What is the status of their work?

The question continues to arise whether we need the higher quality material. After talking with Paul Benignus, the answer is "in some incidences we may and most others we don't". Once we get an economic evaluation of what flushing would cost, this gives us a sound basis to determine if flushing can be justified. Really, this was basically the concluding statement in P. Benignus's 7/1/68 memo to W. H. Howard.

In our Wednesday telephone conversation we discussed the \$12,000 a year coatings saving. While everyone is interested in saving where we can, one must realize the original objective was to define conditions for delivery of the highest quality electrical aroclor. The \$12,000 savings was an additional incentive for drum flushing, and it is incidental to the original objective. Obviously, if quality were not important we could go to the cheapest situation (no liner) for a savings of \$24,000 a year instead of \$12,000 a year.

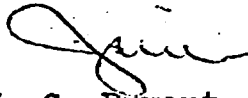
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To get this problem off dead center we need to know, "what are the economics of drum flushing?" Once we have the answer, we have three courses of action (1) flush (2) status quo, or (3) adopt the cheaper solution (take quality loss).

We look forward to your reply at your earliest convenience, and trust we can soon close the book on container selection.



J. G. Bryant

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