

WEDNESDAY

CALL REPORT

DATE IN SEQUENCE
BRADING INFORMATION
NAMES OF ADDRESSEES
NAMES OF CAPTIONS
IMMEDIATE ACTION NEEDED
REPORT ON CALL

CUSTOMER NAME <u>Westinghouse Canada, Limited</u>		DATE <u>Oct 7/75</u>	
CITY AND STATE <u>London, Ontario</u>		PRODUCTS	
CUSTOMER MAILING LIST CHANGES		SERVICE CENTER USE	
NAME AND TITLE		MR	MS
		MR	MS
		MR	MS
		MR	MS
		MR	MS
		MR	MS
REGION <u>Canada</u>	SERVICE CENTER <u>Toronto</u>	SALESMAN <u>H.G. McPhaden</u>	

PORT CAPTIONS:

OBJECTIVE
PERSONS CONTACTED
RESULTS
ACTION REQUIRED

J.S. Buchanan

C.C. D. Wood - St. Louis

H.F. Dixon - LaSalle

- Objectives:
1. Discuss current U.S. environment milieu and ramifications anticipated in Canada.
 2. Outline Monsanto's research and development program for non PCB contingency candidates for capacitors and transformers.
 3. Determine Westinghouse Canada's views on industry trends, 1976 and future volumes. Impact of possible stringent legislation banning PCB's and Canadian Electrical Industries posture on current PCB press coverage.
 4. Misc topics - labelling - return of 15 drums blend material - pricing of A6, A9 - returned drum of 1016 with high H2O content - Swedish letter.

Persons contacted:

- Doug Southerst - Purchasing Mgr.
- Murray Smith - Eng - Capacitors
- Ted Dawson - Eng - Transformers.
- Jeff Keenor - Design Eng.
- H.S. Sodhi - Eng. Dist. Apparatus Div.
- Earl Sillett - Chemist

Points Discussed: Misc. items covered at the beginning to allow Doug Southerst to attend another morning meeting.

Westinghouse 1976 schedule calls for 450M pounds of CF and 130M pounds of KA. This is 150M pounds of CF more than we budgeted.

Westinghouse agreed to assist Monsanto to avoid stocking both drummed Aroclor 1016 and Inerteen 54201CF. Monsanto will cover the standard 1016 label with a CF label on Westinghouse shipments.

After advising Westinghouse Monsanto had no use for the 15 drums of experimental mixture of 75% Inerteen 54201CF, 25% TCB and 15% Glycidyl Phenyl Ether they decided to handle disposal internally.

MONS 072058

Monsanto

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CALL REPORT

MONSANTO INDUSTRIAL CHEMICALS

DICTATE IN SEQUENCE:

1. HEADLINE INFORMATION
2. NAMES OF ADDRESSEES
3. NAMES OF CARBONERS
4. IMMEDIATE ACTION NEEDED
5. REPORT ON CALL

CUSTOMER NAME Westinghouse cont'd		DATE RECEIVED		FILED	
CITY AND STATE					
CUSTOMER MAILING LIST CHANGES - SERVICE CENTER USE ONLY					
NAME AND TITLE		PH ON	TELE TYPE	TELE TYPE	TELE TYPE
REGION		SERVICE CENTER		SALESMAN	

REPORT CAPTIONS:

1. OBJECTIVE
2. PERSONS CONTACTED
3. RESULTS
4. ACTION REQUIRED

D. Wood- St. Louis
CC. H.E. Dixon - Mt1

TO J. Buchanan

Southerst's final issue was Monsanto's pricing on A6 & A9. Monsanto's situation was explained that due to rising labor cost and limited blending facilities our prices were justified. As a result Westinghouse have decided to do their own blending and have asked Monsanto to provide guidelines on TCD specifications.

In discussing the reply to the "Swedish" letter, modifications were suggested, and guidelines recommended to best handle their inquiry. Westinghouse inquired about the nearest approved incinerator to Sweden for PCB's.

D. Woods presentation on current environmental conditions lead

the discussion into Monsanto's research and development work on replacement Non-PCB capacitor and transformer fluids - Westinghouse reacted with the feeling their customers must decide if they can accept an increase in fire hazard or that the present Aroclor 1016

is not as environmentally damaging as perceived - At this time it was indicated that the electrical industry should be prepared to demonstrate statistically they have a good track record for handling and distributing capacitors and transformers containing fluids. Incidents of spillage and leakage are minimal. Monsanto can provide data on bio degradability of 1015 and with both of us working together, a strong case could be made to keep Askarels on the market. Attempts were made to show Westinghouse they could have influence in maintaining the present market if they worked with Monsanto and environment types.

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CALL REPORT

MONROVIA INDUSTRIAL SERVICES

DATE IN SEQUENCE
READING INFORMATION
NAMES OF ADDRESSES
NAMES OF CARBONATES
IMMEDIATE ACTION NEEDED
REPORT ON CALL

CUSTOMER NAME Westinghouse Canada Limited		DATE RECEIVED Oct 7/75	
CITY AND STATE		COUNTRY	
CUSTOMER MAILING LIST CHANGES			
NAME AND TITLE		REP	REP
		REP	REP
		REP	REP
		REP	REP
REGION		SERVICE CENTER	
		SALESMAN	

FORM CAPTIONS:
OBJECTIVE
PERSONS CONTACTED
RESULTS
ACTION REQUIRED

J.S. Buchanan

CC D. Wood - St Louis
H.F. Dixon - LaSalle

- Action Required: David Wood
- (1) Guidelines for TCB specification
 - (2) Closest PCB incinerator to Sweden
 - (3) ASTM D3304 test methods by Dr. Jim Mieure
 - (4) Encon - "flip - flop" sampler data
 - (5) Soil retention and leach rates report for 1016

- Harvey McPhaden
- (1) Written acknowledgement of 1976 requirement
 - (2) Advise D. Wood & J. Buchanan of 76 budget adjustment
 - (3) SID 154 for Jeff Keener
 - (4) Monitor Westinghouse reaction to getting a sense of urgency in meeting today's changing environmental pressures and what they are doing about it.