

# GENERAL ELECTRIC COMPANY

ONE RIVER ROAD, SCHENECTADY, NEW YORK 12305 . . . TELEPHONE 518 FRANKLIN 4-2211

AGENCY AND  
DISTRIBUTOR  
SALES  
OPERATION

May 11, 1970

TO: AGENTS AND DISTRIBUTORS:

Gentlemen:

Attached is a copy of our general letter to those utilities and industrials whose names are on our mailing list.

Please read these letters, and if you have any question call your A&D sales engineer.

We would appreciate it if you would send a copy of one of these general letters to any of your customers whom you think we may not have reached by our mailing.

Very truly yours,

RFQ:LMB

R. F. Quinn, Manager

attach.

National Sales  
Electric Utility Market

SAR 029301

Distribution:

- Independents - A-66, Code 11E
- Graybar - A-67, Codes 11C, 11D, 11E
- GESCO - A64, Tabs 1A, 2A and 3A
- Grant Umberger, GESCo, 1260 Boston Avenue, Bridgeport, Connecticut
- RB Buffinton, Graybar Electric Company, 420 Lexington Avenue,  
New York City
- WT Bronson, Graybar Electric Company, 420 Lexington Avenue,  
New York City

Note: Messrs. Umberger, Bronson and Buffinton should receive six copies.

PLAINTIFF'S  
EXHIBIT  
3-12-13  
NO. 4 TC

SAR 029301

**GENERAL  ELECTRIC  
COMPANY**

P.O. BOX 1969, CHARLOTTE, N. C. 28201

**ELECTRIC  
UTILITY  
SALES  
DIVISION**

Open Letter to Electric Utility Customers:

We are not able to be certain from our records whether or not you have in the past purchased from us electrical apparatus containing Pyranol, an askarel liquid dielectric. If you have not, there is no need for you to be further concerned with the contents of this letter, but if you have, you will find the following to be of importance.

As you are well aware, the public concern with pollution is rapidly escalating. As time goes on, it can be expected to reach out to affect more and more materials that are even suspect of being potential pollutants and contaminants of the environment. Recently there have been indications that polychlorobiphenyls have been found at some points in marine, aquatic, and wildlife environments. While quantities are relatively small, it is a matter of growing concern as to their effect on some species of wildlife. Monsanto Chemical Company is the sole supplier to the industry of various grades of chlorinated biphenyls for use as a liquid dielectric in electrical apparatus. These materials are known as askarels or by various trademarks, including General Electric's registered trademark, Pyranol.

Monsanto has been reviewing procedures to be sure that these materials do not find their way into land or water environment. General Electric is in receipt of a letter from Monsanto expressing its concern, and a copy is attached for your information.

Although this material is sealed in electrical apparatus, there may be occasions when disposal may become necessary and the problem of environmental control arises. In order to aid you in solving the problem of disposal, we have made arrangements with Monsanto to dispose of scrap Pyranol. Should you have scrap Pyranol, it should be placed in closed drums and shipped, at your expense, to Monsanto's W.G. Krummrich Plant at Sauget, Illinois, attention Supervisor, Dept. 246. Monsanto has initially established a charge of 3¢ for each pound of scrap material returned by you.

Material which is saturated with Pyranol such as fuller's earth, sawdust, rags, solid insulations taken from apparatus, etc., should be contained and stored by you pending a better solution. We intend to bring the whole

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disposal problem to the attention of an appropriate body in the industry with an aim to working out a long-range solution for the industry.

The industry has used askarels in apparatus for over thirty years. In our experience they have produced no ill effect on workmen in close contact with them except for temporary skin irritation in certain individuals, as noted in our instruction books.

We plan to continue the use of this excellent liquid dielectric and because it is used in sealed apparatus, we foresee no difficulties provided good judgment is exercised in handling and disposal procedures.

Very truly yours,

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