Monsanto

FROM (NAME & LOCATION): Bill Corlew, Krummrich

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SUBJECT: Results Against 1970 Product Group Objectives, Published

REFERENCE: 1/28/70 AROCLORS

cc: J. R. Savage
G. L. Bratsch
D. W. Jackson/W. C. Engman
C. N. Deubner/C. B. Williams
J. Smith

TO:
Messrs.
R. M. McCutchan
J. R. Kuster
W. A. Krull
V. G. Brawley
T. N. Carrico
W. Young

Reference: Results

A review of subject objectives indicates the following results:

I. SAFETY	'70 Results
Objectives	
1. No serious injuries for Dept. 246 and maintenance personnel in 246 area.	1
2. No disabling injuries for Dept. 246 and maintenance personnel in 246 area.	0
3. 0.75 minor injuries per man per year for Dept. 246 personnel.	0.55
4. Three minor injuries per year for all maintenance personnel while in Dept. 246.	experienced <3 (2)

II. QUALITY

Objectives

1. Maintain 1969 Aroclor quality level

	1969 1242	1254	
a. Resistivity (10^9 OHM-CM)	3021	19785	exceeded target-12/
b. Power Factor (% at 60 CY)	2.09	0.61	" "
c. TCC (PPM)	0.15	0.52	missed

2. Customer Complaints: <0.3/100 shipments (1969 Actual: 0.51/100 shipments) — Good gains made in customer service and reputation with Marketing.

3. Improve reproducibility of electrical analysis. — Plans developed at year's end.

MONS 098945

III. CAPACITY

'70 Results

Objectives

1. Meet 1970 sales forecast of 42M pounds Aroclors and 12M pounds Aroclor blends.

No missed sales in spite of big push in July and in Dec Two production records. Total output:
49.6M lbs. Aroclors
15.2M lbs. blends

IV. COSTS

Objectives

1. No negative variance from 1970 cost standard.

Positive variance of $160,C(from standard.

2. Mechanical expense not to exceed 1970 budget.

Total mechanical expense variance for the year was $15,000 plus on Aroclor - even with heavy untargeted pollution projects.

3. Overtime for Dept. 246 personnel - 8%.

Overtime at 12% for year; intentional average, howeve to cover demand in July, August.

4. Absenteeism for Dept. 246 personnel - 3%.

Missed - at 4.3%.

5. Mechanical overtime - 4%.

overtime was <4%. (~1%)

V. YIELDS

Objective

A. Objectives

	Goal	70 Std.	69 Act.	70 Act.
Biphenyl	99	98	99.24	100.4
TCB	98	9C	98.34	99.6
TTCB	98	98	94.30	101.3
TCP	98	99	91.66	98.7

VI. PROCESS CONTROL

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Objective

1. Improve operational control of the process

Most actions per se miss(New SMP was essentially ready at year's end,also operating instructions.

VII. POLLUTION	'70 Results
Objectives	
1. Reduce Aroclor losses to sewer from 130 pounds per day to 10 pounds per day from department.	Average loss at ~2 lbs./day at year's end.
2. Evaluate need to reduce HCl air pollution.	Successful project installed.

Based on the above results against objectives, I think that the "team" can take justifiable pride in a job well done in 1970.

Bill Corlew

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/gjs