



265

MINUTES

COMMERCIAL DEVELOPMENT MEETING

MARCH 5, 1973

(NEXT MEETING: MAR. 12, '73)

TYPED: MAR. 6, 1973

A T L A N T I C

Entered Actioned

U.S.S.-Fairfield

DS 1. Need casting delivery schedule. One casting poured, 11 expected
by end of Feb., all 32 by March 31st. 2/12/73

U.S.S.-Fairless

Mc 1. Etch test OK but poor fit. 2/12/73
2. Change tool for non-asbestos use. 3/5/73

Atlantic Steel

WM 1. Observe rolling to determine yield. 2/12/73

E A S T E R N

Bethlehem-Johnstown

S 1. Need formula for winterized Premix[®]. 1/22/73 3/5/73
F 2. New mold print ready for 30X36. 2/5/73 3/5/73

Allegheny Ludlum-Brackenridge

E 1. Need results of 484 test. Test to continue for another two
months. 12/11/72

J & L - Southside

CF 1. Investigate Seal leaks on 470, 432, 766. 1/29/73

Armco-Ashland

CF 1. Test new ES1494 to see if flashing can be reduced. 1/22/73

Jones & Laughlin-Alliquippa

JD 1. Test results on 452 Seal-On test program and status.
Test going 11/30/72. Waiting for stands. 11/6/72

Edgar Thompson

1. PMP approved on our 383, Universal is testing. 2/19/73 3/5/73

C E N T R A L

U.S.S.-Ohio Works

F
DW 1. Design and quote 4-Pc top for replacing 541 19X22. 2/19/73

Republic-Canton

BO
DW 1. Test ASAP to reduce asbestos level by end of Jan.
RD ✓ Clean tool expected Feb. 14. T/L to be run 2/21/73. 1/15/73 ✓

Lorain

PG 1. Need new asbestos free test by end of Feb. - Shipped 2/12/73. 1/22/73 ✓

Armco-Middletown

DW 1. Asbestos free samples delivered to Don Lau. 2/19/73 3.5/73

TC 2. Waiting for new color coded post. 3/5/73

Copperweld

DS
N 1. Pallets to be returned to FOSECO for reuse. 1/15/73 3/5/73

DW

DW 2. Customer and HDW to advise on changeover to EP5273 date. 2/12/73

DS 3. Need letter on contents of non-asbestos 3/5/73

BO/JDS

N 4. Need four cavity tool for K-4. 1/22/73

T 5. Need PMP non-asbestos boards, and Thermex boards. 2/5/73 3/5/73

T 6. Need report on special packed pallet. 2/12/73 3/5/73

TC 7. Need garbage-free shrink pallet. 3/5/73

J & L - Cleveland.

JCF IDW	1. 676 inserts have trouble fit.	1/29/73
JS	2. Need sample of soft 432 ring.	2/12/73 2/19/73
	3. Ferro now testing on 432 2-Pc system.	2/12/73 2/19/73
RTC	4. Need price on special palletizing.	2/12/73

Great Lakes - 38X72

JAM	1. Need Met. report on 494 non-asbestos test.	2/12/73
	2. Ordered six 38X72 castings.	3/5/73

Republic-Warren

AS	1. Need new formula Proflex [®] . Expected 15-16 Feb. ✓	1/22/73
AS	2. Need competitive report on non-asbestos Ferro boards. Increased yields on test ingot.	2/5/73 3/5/73
3F	3. 572 to be increased from 13 to 15 inches.	3/5/73

Ford Motor Company

OG	1. Need report on piped ingots.	2/19/73
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W E S T E R N

Republic-Chicago

RD	1. 538 34X34 need to retest in low asbestos.	11/6/73
RD IG	2. Low asbestos 450 to be retested. Zero asbestos needed by 7/1/73.	10/30/72
IG/RH	3. Test S-On 453. Poseco castings expected for week of 2/19/73.	1/15/73

Y.S. & T.

JH	1. Need yield and Met. results of 30X30 using 700 series Seal-On.	2/19/73
S	2. Need non-asbestos material.	2/19/73
S	3. Need report on Ferro's non-asbestos board and ring.	3/5/73

outlet paper

	<u>Inland Steel</u>	<u>Entered</u>	<u>Actioned</u>
RTC IDS RFH	1. Need improved stamping of identity of Mark III and Super Sam boards. Need progress report.	10/16/72	
DJH	2. Need report on hard 326 rings. Need release.	12/4/72	
JH/GF	3. Need PO# for casting for 27 X 52 mold.	1/22/73	
DJH	4. Need report on A & B boards with notch.	2/12/73	
IDS	5. Need test fit comparison, Fosco vs. Ferro.	2/19/73	
	<u>Wisconsin</u>		
JAM HDS	1. Must solve provisioning problem. Have changed some provisioning. Usage moved to 50%.	11/13/72	
BRD	2. Need non-asbestos top for 390.	12/11/73	
	<u>Gary</u>		
IG IDS	1. Need hot topping presentation.	1/15/73	
	<u>Bethlehem-Burns Harbor</u>		
BF	1. Need 20 sets of hand cut tops. Delay in tooling.	2/5/73	3/5/73
	<u>P A C I F I C</u>		
	<u>Armco-Houston</u>		
BF	1. Make and ship size sample sets 789, 39X72. Need by 2/24/73.	11/27/72	
	<u>U.S.S.-Geneva</u>		
BF	1. Sample casting out of spec. New castings are in.	1/29/73	
	<u>Cameron Iron-Houston</u>		
BF	1. Sample 785 H.T. Tool is in. Run - Asbestos free DAP to advise where to ship.	1/22/73	
	<u>D E V E L O P M E N T</u>		
	Additional Comments on Premix ⁶ .		

Entered Actioned

RD
CF
AP 1. Low asbestos product required - will be put off for Johnstown until higher priority items completed.

8/14/72

PROFAX 31 - NO ASBESTOS MATERIAL

S
RD Check shrinkage of non-asbestos boards, in green state and its effect on tooling.

1/29/73

Priorities

1. a. Republic-Canton - 1-Pc - must clean tool. Expect 2/14/73
b. Republic-Warren → 400 board
c. Republic-Chicago-Wisconsin
d. Johnstown-Premix
e. Y.S.&T. 700 series

2. Proflex One Piece

3. Seal-On Ring

Need Reports On

1. Copperweld
a. K-4 machine
b. Corrugated
2. Great Lakes
3. Lorain
4. Fairless
5. Armco-Middletown

Mc/JDS Ground Profax for topping compound or Radex®. In topping comp.
DS/AS not satisfactory - investigate for Radex.

1/15/73

Palletizing

1. RTC has rough design on steel pallets, need finalizing and then making. Need final report on this.

7/31/72

COMPETITIVE LOW ASBESTOS PRODUCTS - NO SAMPLES OBTAINED AS OF 8/28/72

LL All salesmen to advise of activity of competitors and obtain samples (minimum 9X9" required). Need Ferro boards from Duquesne, Inland and J&L.

7/31/72

ALES Samples of competitive materials fitted into Foseco curved board system should be obtained.

ERSONNEL Full details of degree of curvature of boards relative castings is needed.

7/31/72

FOSECO 2188