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Mr. A. J. Pearson, Granville

December 1, 1966

R. F. Shannon, Granville

Mr. E. H. Boyd, Toledo
Mr. E. H. Grant, Toledo
Mr. H. Hardick, Berlin
Mr. E. J. McEvoy, Granville
Mr. E. V. Smith, Toledo
Central Files

KAYLO R & D PROGRAM

I note in your memorandum to me dated November 10, 1966, Mike Hardick, at the General Products Manufacturing Meeting on November 9, requested I prepare an outline of the Kaylo R & D program for 1967. I was also requested to cover E. S. Grant and E. V. Smith with a copy of my proposed program.

Attached is a copy of my letter dated October 19, 1966 to E. S. Grant, which outlines the proposed 1967 Kaylo Process Development program to be supported by Manufacturing. As you will note, I listed twelve specific programs, which we plan to work on in 1967. Since this memorandum was written, Item 5, substitution for asbestos, has become a Marketing sponsored program.

On September 27 I sent to Mike Hardick a comprehensive listing of various technical programs, which would be beneficial to the Plant and which we could work on at Granville. Taking this list, Mike and Joe Flick came up with estimated annual potential savings-Kaylo programs of \$575,900 per year (copy of Hardick's report attached). These potential cost savings, plus knowledge of the areas which Mike wants us to direct our efforts toward, guided us in our selection of Process Development programs for 1967. To recap, the major programs we plan to work on in 1967 include:

1. Cement batch formulation.
2. Greater utilization of dust in batch.
3. Use of modulated airflow.
4. GCV manufacture of powdered sodium silicate.
5. GCV manufacture of liquid sodium silicate.
6. Lower cost source distamorous silica.
7. Automatic pouring devices.
8. Automatic stripping devices.
9. Controlled process shrinkage.
10. Accelerated prehardening.
11. Hygro pump batch transport.

In addition to the above, we will provide technical service to the Plant as requested.

I want to make it crystal clear that no one should expect us to achieve the potential savings of \$575,900 per year projected by Hardick in 1967 or even in 1968. Many of the programs will not be completed until the latter part of 1967 or possibly 1968. We believe we can accomplish many of the direct

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batch cost savings and indirectly affect Plant job efficiencies so as to achieve potential savings of \$165,000 in 1967, \$400,000 in 1968 and the full amount projected by Mike in 1969.

In addition to the Kaylo Process Development program, we have a Kaylo Product Development program sponsored by I & C. By direct orders from D. W. Ladd, we are to limit this program to completion of the stress corrosion program and to finding fiber reinforcing substitutes for asbestos. Because of certain potential health hazards involved in the use of asbestos fibers, Marketing wants us to develop a non-asbestos reinforced Kaylo.

R. F. Shannon

RFS/ris

Attachments 2