

MVJ 2 + 5 1990

PLAINTIFF'S EXHIBIT K-1590

JAN 28 1962

General Headquarters
January 25, 1962

J. B. McCarty
Att: A. R. Girardi

PLAINTIFF'S
EXHIBIT
K-1590

Summary
Product Proposal Research 431-PP-37, S.2
Manufacture of New JM-20 and JM-23 IFB
At Increased Kiln Schedule of 14 Cars per Shift
TP 015-26

It has been agreed that the new JM-20 and JM-23 IFB be manufactured at an increased kiln schedule of 14 cars per shift at the Zelienople Plant as recommended in the captioned proposal.

The Controller's Office, Industrial Insulations Division, advised that a 14 car schedule would reduce product cost about \$1.33 per MBE based on 1962 standard cost and 85% recovery. At the 1962 forecast volume of JM-20 and JM-23, this would increase gross profit about \$4,400 annually.

The effect on percent gross profit would be a slight increase (less than 1%) to about 8.2% of average net sales value for JM-20, and to about 24% of net sales for JM-23.

This proposal supplements Product Proposals 431-PP-37 and 431-PP-37, S.1 for the new JM-20 and JM-23 IFB.

Your advising those concerned accordingly would be appreciated.

General Quality Control

[Signature]

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AFB:vm

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DEFENDANT'S
EXHIBIT

0E-141