

FILE NAME: Foseco (FOS)

DATE: 1967-1975

DOC#: FOS051

DOCUMENT DESCRIPTION: "Exhibit A" Sales to Armco Steel

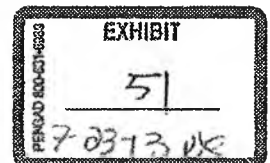
EXHIBIT A

ARMCO STEEL

BUTLER, PA

“Sales summaries” for 1967 through 1975

Loyal J. Kradel v. Foseco, et al
G.D. 07-010900
Butler County, PA



MONTH December 19 67

ACCOUNT

PURCHASES

C-3		Forecast this Mo.	0
NAME: Armco Steel Corp.		Sales this Mo.	1.5
CITY: Butler, Pa.		Forecast Y.T.D.	0
Salesman R. F. Collier		Sales Y.T.D.	2.4
Salesman Calls	2	Last Month	0
Reg. Mgt. Calls	0	PMP H.T.	Unknown
Div. Mgt. Calls	0	Gilliam H.T.	Unknown
T. S. or Prod. Dev.	1	V.Cast Topping	Unknown
Total	3	Alther Topping	Unknown
		Coating	



COMPLAINTS/OR TROUBLES

PREVIOUS MONTH'S ACTIVITY
AND ACCOMPLISHMENTS

Sold 8 Edgewater tops
for testing on their
wheel grade ingots.
This test was scheduled
for Dec. but due to low
production of wheel
grade, was postponed
until January.

STEEL MILL PRODUCTS DIVISION
KEY ACCOUNT REPORT
Page 10

Armco-Butler

1. 1968 Sales	-	\$ 131
2. Under Forecast-		\$15,654
3. Same in 1967	-	\$ -
4. 1969 Forecast	-	\$67,140

We have not been able to develop a saleable program for Armco-Butler. We are now working on a one-piece type top similar to the Edgewater top, and initial tests are good. We are having trouble with collapsible heads, and the outside row of molds is difficult to pour. We did not get this account off the ground as quickly as we had forecast.

SALESMAN WILCOX
ACCOUNT ZIA-02678 ARMCO BUTLER PA

FOSECO, INC. - SMPD -

SALES BY CUSTOMER DECEMBER 1969

L MS	PRODUCT DESCRIPTION	CODE	UNITS		UNITS		FCST	FCST	FCST	FCST	\$ \$ \$		\$ MTH OVER+ UNDER-	\$ YR OVER+ UNDER-
			THIS MONTH FCST	ACT	THIS YEAR FCST	ACT					THIS	YEAR ACT		
5	269A 38X85 4PC BED CAMB	D	0	0	0	10	0	0	0	0	350	0	350+	
8	897F EXPENDABLE PACK	A	1,500	0	15,000	832	6,525	0	65,250	3,583	6,525-	61,667-		
11	897F STEEL RACKS	B	0	0	0	708	0	0	0	2,905	0	2,905+		

SALFSMAN - WILCOX
 ACCOUNT - 71A-02678 ARMO BUTLER PA

POSITIVE

Q5	PRODUCT DESCRIPTION	CODE	UNITS		UNITS	
			THIS MONTH	ACT	THIS YEAR	ACT
			FCST		FCST	
1	897F BEN EXPENDABLE	A	1,036	0	6,216	150
1	897F STEEL RACKS BEN	A	0	0	0	72
1	360A BEN STEEL RACKS	A	0	0	0	360

INC. - SHPD - SALES BY CUSTOMER JUNE , 1970.

\$\$\$\$\$ THIS MONTH		\$\$\$\$\$ THIS YEAR		\$ MTH OVER+ UNDER-	\$ YR OVER+ UNDER-
FCS1	ACT	FCS1	ACT		
3,989	0	23,934	577	3,989-	23,357-
0	0	0	277	0	277+
0	0	0	1,422	0	1,422+

1. MS. PRODUCT DESCRIPTION CODE UNITS THIS MONTH
FCST ACT

1	341A 00X39 1P	STN. BOARD D	140	0
1	342A 00X31 1P	STAND. AOA D	0	0
1	344C 00X49 1PC	D	35	0
1	345E 00X57 1PC	D	0	0
1	346H 00X39 1PC	D	57	0
9	473A 22X25 4PC. BFD	D	0	0
1	743H2 22X25 4PC. BFD	D	0	0
3	743J 22X25 4PC. BFD	D	0	0

Almco Butler

971

UNITS		SSSSS		SSSSS		\$ MTH	\$ YR
THIS YEAR		THIS MONTH		THIS YEAR		OVER+	OVER+
FCST	ACT	FCST	ACT	FCST	ACT	UNDER-	UNDER-

1,680	288	546	0	6,552	1,123	948-	
0	96	0	0	0	355	0	+
420	160	189	0	2,268	864	189-	
0	00	0	0	0	488	0	+
624	96	226	0	2,712	417	226-	
0	300	0	0	0	1,875	0	+
0	120	0	0	0	656	0	+
0	180	0	0	0	981	0	+

Armed Butcher

SALISSAGE - 911107
ACCOUNT - 21402670

L	MS	PRODUCT DESCRIPTION	CODE	UNIT		DOLLARS	
				PRICE	QTY	PRICE	QTY
	12	3490 22X1 RING BELL	D	1.000		1.200	160
	12	3490 21X43 4PC	S	4.000		11.200	160
(1)	B	5738 20X40 4PC MED	D				2,415
(1)	12	373L 20X40 4PC MED	D	0	200	0	2,450
(2)	12	473A 23X25 4PC. MED	D	60		360	337
(4)	11	535A 20X45 2PC MED	D			0	817
(4)	11	606A 20X45 2PC MED					
(5)	12	607B 23X31 4PC MED	D		274	0	1,010
(6)	12	60AA 2035 4PC MED	D		300		134

176

DECEMBER 1972

THIS MONTH		THIS YEAR		5 YR OVER-UNDER	
FCST	ACT	FCST	ACT	OVER-	UNDER-
6,050	451	57,760	739	5,599-	67,021-
9,000	571	51,760	934	4,229-	52,826-
0	0	18,957	0	18,957+	
0	597	0	19,383	1,597+	19,383+
375	17	2,290	2,092	358-	158-
0		6,295	0	6,295+	
		403	0	403+	
0	2,104	7,640	2,109+	7,640+	
0	2,336	5,690	2,336+	5,690+	

SALESMAN - GONGHUE		EASTERN		ARMCO-BUTLER		SKPD		SALES BY CUSTOMER DECEMBER, 1973						
ACCOUNT - 06027064														
MS	PRODUCT DESCRIPTION	GENERIC GROUP	UNITS THIS MONTH		UNITS THIS YEAR		THIS MONTH		THIS YEAR		5 MTH OVER+		8 YR OVER+	
			FCST	ACT	FCST	ACT	FCST	ACT	FCST	ACT	UNDER	OVER	UNDER	OVER
6	PROFLEX 535A #2045	T03-607	150	0	1,800	550	1,147	0	13,753	4,173	1,147-	9,580-		
12	PROFLEX 605A #2050	T03-607	0	50	0	200	0	412	0	1,650	412+	1,650+		
12	PROFLEX 606A 2053	T03-607	0	100	0	200	0	845	0	1,651	845+	1,651+		
12	PROFAX 373C 2040	T03-607	600	500	7,200	6,400	4,804	4,200	57,554	51,942	604-	5,612-		
5	PROFAX 473A #2325	T03-607	0	0	240	480	0	0	1,524	3,070	0	1,546+		
9	PROFAX 607D #PRX	303-607	75	0	900	1,200	569	0	6,829	9,177	569-	2,348+		
12	PROFAX 608A #PRX	303-607	75	100	900	1,550	585	815	7,009	12,233	230+	5,224+		

SST020 STEEL MIL

208 KUNZ

CUSTOMER
06027064

ACTUAL SALES FORECAST COMPARISON - 2 PERIOD ENDING 12/31/74
BY DIV, TENR, CUST, PCODE

*** CONFIDENTIAL ***

PAGE 362

LAST SOLD	MONTH				YEAR TO DATE			
	ACT QTY	FCST QTY	ACT \$	FCST \$	ACT QTY	FCST QTY	ACT \$	FCST \$

LAST SOLD	MONTH				YEAR TO DATE			
	ACT QTY	FCST QTY	ACT \$	FCST \$	ACT QTY	FCST QTY	ACT \$	FCST \$

VAR
\$

L10900 PROFAX 349F *2143 LBS
341150 PROFAX 349J *2143 SET
107500 PRCFLEX 349E *2143 SET
652570 PRCFLEX 349F *2143 SET
526570 PRCFLEX 349G *2143 SET
593590 PROFLEX 535A *2045 SET
124890 PROFLEX 605A *2050 SET
213590 PROFLEX 606A *2035 SET

693000 PROFAX 3730 *2040 SET
373560 PROFAX 373J *2040 SET

10300 PROFAX 607F *2331 SET
10290 PRCFLEX 607G *2331 SET
12950 PROFAX 608A *PRX SET
12400 PROFAX 608D *2085 SET

1368 5682 9682
1740 14313 14313
2160 13387 13387
1350 9210 9210
500 6853 6853
300 900 7260 4883-
150 1440 1440
100 200 1115 143-

1050 9698 9698
400 4192 4192

550 4585 4585
100 1028 1028
200 1200 9930 8207-
250 2368 2368

Kradel 008

SSY020 C L A

ACTUAL SALES FORECAST COMPARISON - 2 PERIOD ENDING 12/31/74
BY DIV, TERM, CUST, PCODE

CONFIDENTIAL

JOB KUNZ

CUSTOMER	CUSTOMER NAME	LAST SOLD	MONTH			YEAR TO DATE		
			ACT QTY	FCST QTY	VAR	ACT QTY	FCST QTY	VAR
			11	11	00	11	11	00

708010 PRCPAX 3740 00061 LBS

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200: 4087:

JOHN A. HARRIS, JR., PRESIDENT

11-3721-1 441600 001 0000

1997

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[illegible]

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