Landwehr

ORGANIC CHEMICALS DIVISION

TECHNICAL PRODUCTION MANAGER
FUNCTIONAL FLUIDS AND CELLU-CHEM GROUPS

W. A. KUHN
OBJECTIVES
AND
1968 GOALS

Act, guide, assist, participate, plan, stimulate and otherwise contribute to the efforts of the Business Groups, Technical Service Departments, and Manufacturing Management to achieve the following:

FUNCTIONAL FLUIDS

1. Liquid Aroclor capacity 30% in excess of forecasted sales.

   Goal: Complete expansions on time with targeted investments, start-up costs, quality, capacity and safety.

2. Biphenyl capacity 30% in excess of forecasted sales and use.

   Goal: Complete current expansion as targeted. Complete plan for next expansion by August, 1968.

3. Domestic quality of electrical grade Aroclor to be uniform across both plants and at the level judged most appropriate by the Business Group.

   Goal: Achieve know-how to meet European competition and complete plant testing so that objective can be reached within three months after current expansions are completed. → 6 mos - 12 mos.

4. Develop control of terphenyl formation in the biphenyl operation to reduce benzene yield loss.

   Goal: Achieve know-how to reduce annual rate of loss to less than $10,000 within three months of start-up of expanded plant.

5. Solid Aroclor and HB 40 capacity 30% in excess of sales forecast.

   Goal: Plan and begin execution of projects by July, 1968.

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6. Achieve control of appropriate Skydrol quality from manufacture through charging of aircraft system.

   Goal: Achieve in-drum quality by August, 1968. Make significant contribution to Business Group planning to achieve remainder of objective.

7. Monitor and reduce manufacturing costs of development products within the framework of accounting practices. Achieve knowledge necessary to accurately predict long-range product costs.

   Goal: Contribute to achievement of minimum "W" Bldg. costs for Skylube 600, Therminol 77, and other key development products. Predict long-range manufacturing costs - 1968.

CELLU-CHEM

8. Profitable commercialization of PB 702 and related products.

   Goal: Determine process feasibility in the "W" Bldg. by July, 1968. If feasibility is demonstrated, complete acceptable and firm plans for construction of commercial plant by August, 1968.

9. Maximize profit in rosin size operations.

   Goal: Work with Research and Marketing to develop optimum manufacturing, distribution and cost improvement plan which conforms with business group long range plans. Complete initial draft by October, 1968. (Timing dictated by dark size research)

10. Scripset 500 series capacity 30% in excess of marketing forecast.

    Goal: Achieve Everett and Port Plastics debottlenecking without loss of sales during 1968 and 1969. Complete development of information necessary for establishment of further expansion plans by January, 1969.

11. Penta capacity 15% in excess of forecasted sales.

    Goal: Resolve all design questions for expansion to 28$\overline{M}$ #/yr by July, 1968. Achieve minimum loss 1968 Penta supply arrangement by June , 1968.

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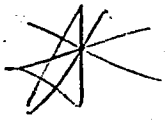
12. Competitive Penta quality.

Goal: Complete new catalyst and inhibitor testing by July, 1968. Reduce production of "Wood Treating Grade" to .5% by Sept., 1968. Achieve Penta quality goals of .2% alkali insolubles and 91+% Penta isomer by Oct., 1968.

MANUFACTURING - GENERAL

13. Fifty per cent of TSD effort directed toward cost improvement.



Goal: Achieve 55% in Anniston TSD effort by Sept., 1968. Ratio of $ Saved/$ Spent to average 10% better than 1967.

14. Cost standards up-to-date and realistic. Variances analyzed and reported, problem flagged in advance, and cost improvement programs are well conceived and active.

Goal: All key products costs to be analyzed for potential improvement and plans updated to achieve appropriate improvement - 1968. Penta family and BiØ/Santowax to be analyzed first -- target for improved plans -- July, 1968. Others in appropriate order.

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