

11

MINUTES

COMMERCIAL DEVELOPMENT MEETING

FEB. 5, 1973

COPIES:

Sutherland
Shephard
Schmidt

Partington
Fletcher
Orndorff
Callahan

Santighian ✓
Dzurilla

Habeeb
Nielsen

Kunz
McConnell
W. Martin

Donohue
Easley

Wright
Smith
Thebo
Willis

Holbrook
Holley
Gregory
Moore

Powless



U.S.S. - Geneva

DAP	1. Customer to make own 731 S-On castings, by end of Jan.	1/15/73 2/5/73
GF	2. Sample casting out of spec. Pattern to be changed.	1/29/73
JDS/BN	3. Find TAK gun.	1/14/73 2/5/73

Cameron Iron - Houston

DAP/GF	1. Request design on wrap-up Kalboard for use in all round molds. Idea of single hot top - variable length for all molds. DAP to supply mold sizes to design(GF). Need tool.	9/25/72
GF	2. Make sample 785 H.T. Tool by 2/19/73	1/22/73

Kaiser

WCF	1. Do we have a 722 casting for check fitting.	1/15/73
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DEVELOPMENT

RRD/WCF PAP	Additional Comments on Premix®. 1. Low asbestos product required - will be put off for Johnstown until higher priority items completed.	8/14/72
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PROFAX 31 - NO ASBESTOS MATERIAL

	Check shrinkage of non-asbestos boards, in green state and its effect on tooling.	1/29/73
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Priorities

1. a. Republic-Canton - 1-pc - must clean tool. Expect 2/14/73
- b. Great Lakes - Mark III - Ship samples 2/2/73
- c. Copperweld K-4.-----Samples made shipped 2/5/73
- d. Copperweld Corrugated
2. Proflex One Piece
3. Seal-On Ring

Other Target Accounts

	Lorain - 2 pallets of inserts ASAP 2/7/73 <i>done 2/7/72</i>	1/29/73
	Republic - Warren 15 or 16 Feb.	
	Republic - Chicago	
	Johnstown Premix	
	U.S.S. Fairless - 2/9/73 <i>done 2/7/73</i>	

BMc/JDS HDS/AS	Ground Profax for topping compound or Radex®.	1/15/73
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Palletizing

RTC	1. RTC has rough design on steel pallets, need finalizing and then making. Need final report on this	7/31/72
JDS/BN MW	2. Need decision on using return wooden pallets.	1/15/73 2/5/73

	<u>Colored Shrink Wrap or colored Corner Boards</u>	<u>Entered</u>	<u>Actioned</u>
MW	1. Sample submitted to customer. Need decision from M. Willis	1/29/73	2/5/73
	<u>COMPETITIVE LOW ASBESTOS PRODUCTS - NO Samples obtained as of 8/28/72</u>		
ALL	All salesmen to advise of activity of competitors and obtain samples (minimum 9 X 9" required). Need Ferro boards from Duquesne, Inland and J & L.	7/31/72	
SALES	Samples of competitive materials fitted into Foseco curved board system should be obtained.		
PERSONNEL	Full details of degree of curvature of boards relative castings is needed.	7/31/72	