

2. Ferrux 770

Customer had decided he did not want to enter into an extended trial because of the total time needed for evaluation as previously reported. We will continue to push for a competitive test against the Milca material now being tested.

3. Heading

Price concessions have been made, we should have quotes in early July to be delivered upon receipt. We have dropped prices approximately one half of the difference between the competition. We hope this will enable us to get more involved in the business here. Ferrux as reported above, also now a competitive problem.

C. Babcock and Wilcox

1. Stelorex EP5255

Contacted in June, customer's Metallurgical Department has decided to again run the Stelorex material on the Barberton Ingots. There will be some problems, therefore we must stay on top of the Met Group.

2. Ferrux 107

Contact was made and as previously reported competitions family work for B & W. This business will be very difficult to retrieve. Maybe price?

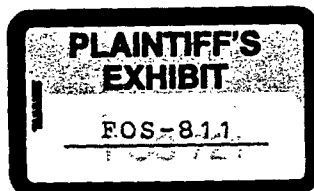
3. Clay Plugs

We have learned there may be some interest, a competitive study will be made and we will make a presentation in late July.

D. Bethlehem Johnstown

1. Insitu

After several tests we still have been unsuccessful in finding a good non-asbestos recipe. There have been conflicting reports that the Ferro material is good and bad, in fact it is not completely satisfactory to the mill personnel. They have their work cut out for them also.



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Bethlehem Johnstown (continued)

2. 735 Seal-On

After losing the business in May, we have decided to equalize our price and retrieve at least fifty percent of the business. We were told that it is possible that this business could dry up in August, but that was not a definite report.

E. Bethlehem Lackawanna

1. 737 Seal-On

One pallet of the asbestos free material was tested late June and okayed by the Operating personnel; unfortunately Met was not advised of the test. Therefore we will rerun the test in early July for the Met personnel.

2. Desulfex 150S

We have been unable to contact the Superintendent in order to confirm the promised trial on this product. Efforts will be made in July to confirm this test.

F. Connors Steel

1. Kalmex 4836

Delivered test material after a six week delay. Customer having production problems due to lack of business. They will be working four day weeks for an extended period of time and a shutdown in the last week of June has delayed the test of this product. Will follow up on in July.

2. Tundish Covers (Gar Top)

As previously reported customer has requested samples but we have been unable to come up with a product. We anxiously await Cleveland to accomplish something in this area.

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Connors Steel (continued)

3. Garnex

Forwarded tundish print to Cleveland for a design/price proposal, await this information.

G. Crucible Midland

1. Garnex

New tundish design still in test stages will probably be this way for another month or so. Will contact, as done previously, for future of Garnex.

2. Desulfex 150S

The Electric Furnace Department has agreed to test this product and order will be forthcoming. The BOF Department has also agreed to test, sample will be delivered second week of July for test.

3. Insulating Sleeves

New samples will be delivered early July for test. Initial samples look okay, some revision was made to the product.

4. Teebrix

Customer has ordered two stools for the Electrode molds to test the small oval Teebrix. We anticipate the Teebrix order in early July. Test should be underway by end of July.

H. Huntington Alloy, Burnaugh

1. Teebrix

Test progressing with questionable results. First insert (308) out of service 37 pours, second 308 insert out of service 29 pours. Large 302 insert out of service 8 pours. After discussions with the Japanese it is apparent we have a serious quality problem and that is affecting our Teebrix life dramatically. Only time will sort

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Huntington Alloy, Burnaugh (continued)

out this problem. Customer going ahead based on initial results hoping they will grow in lives on continued testing. New test material delivered late June.

2. Heading

Await new asbestos free Kalmindex recipe would test on the 683 16" 20 squared top. Customer will also look at the new recipe Kalmindex on the slab sizes, orders have already been placed.

3. Koron 160

After a limited test it is apparent that Koron 160 will not give this customer the ingot surface results he is looking for. Efforts will be made for them to test 5982 at a later date. After some of the other testing of coating products is complete.

1. Huntington Alloy, Huntington

1. Desulfex 5506B

Material continues to work well, customer considers it production business.

2. Heading

July will be a sparse month due to a planned shutdown at both the Burnaugh and Huntington Plants. Product continues to work well will test the no asbestos 683 Kalmindex when available.

3. Koron

As above in the Burnaugh account.

4. Teebrix

Customer has requested prints on the small and large stools. These were mailed late June, will follow-up in early July.

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