

T. Bernard;

SM PD Seals

P  
General's file

PLEASE EXECUTE THE ACTIONS REQUESTED AND  
REPORT BY FRIDAY, SEPT. 29, 1972, ON THEIR  
STATUS.

K. M. SWINGLE



1261

ACTION SUMMARY

COMMERCIAL DEVELOPMENT COMMITTEE MEETING

SEPTEMBER 25, 1972

F --- Pg. 1- Beth.-Beth., Lukens; Pg. 2 - USS-Fairfield, J & L-Aliquippa,  
Pg. 3 - Armco-Ashland, Beth.-Lack., Allegheny-Ludlum, Pg. 5 - Republic-  
Cleveland, Republic-Warren, J & L-Warren, Pg. 6b- Inland, Pg. 7-C.F. & I.-  
Pueblo, Armco-Houston, Kaiser, Cameron Iron

AH --- Pg. 3 - USS-Homestead

TC --- Pg. 1 - Carpenter, Pg. 2 - Beth.-Sp. Pt., USS-Fairfield, USS-Duq.,  
Pg. 4 - Copperweld, USS-Ohio Works, Pg. 6 - Armco-K.C., Pg. 8-Palletizing

RK --- Pg. 1-Atlantic, Republic-Gadsden, Review, Pg. 2 - Beth.-Spt. Pt.

DS --- Pg. 1 - Republic-Gadsden, Lukens, Review w/Krk/BBM, Pg. 3 - Republic-  
Buffalo, Pg. 5- Y.S. & T., Ford; Pg. 6 - USS-Gary; Pg. 7 - USS-Geneva

AM --- Pg. 1 - Lukens, Pg. 6 - Y.S. & T.-Chicago, Wisconsin, Beth.-Burns Harbor

BM --- Pg. 1 - Lukens, KRK/BBM Review, Pg. 2 - C.F. & I.-Roebing

JJ --- Pg. 1 - BBM/KRK Review; Pg. 3 - Armco-Ashland, Pg. 5 - Republic-Cleveland,  
Pg. 6 - USS-South, USS-Gary, Pg. 7 - Kaiser, Pg. 8 - Product Life

. Martin --- Pg. 2 - USS-Fairfield.

CF --- Pg. 2 - USS-Fairfield, Pg. 4 - Copperweld, Pg. 5 - Republic-Cleveland,  
Pg. 7 - Kaiser, USS-Geneva, Pg. 8 - Premix, Product Life

JD --- Pg. 2 - USS-Duquesne, Pg. 3 - Armco-Ashland, Beth.-Lack., Wheeling,  
Allegheny-Ludlum

FE --- Pg. 2 - USS-Duquesne

W --- Pg. 3 - Armco-Ashland

E --- Pg. 3 - Armco-Butler; Allegheny-Ludlum

CH --- Pg. 3 - Wheeling; USS-Homestead, Allegheny-Ludlum

AP --- Pg. 3 - USS-Homestead, Pg. 7 - Kaiser, USS-Geneva, Pg. 8 - Premix,  
Palletizing.

BO --- Pg. 4 - Copperweld, Republic-Canton, Pg. 5- Republic-Cleveland, Pg. 7 -  
Kaiser, USS-Geneva

RD --- Pg. 3 - Beth.-Johnstown, Pg. 4 - USS-Ohio Works, Republic-Canton,  
Pg. 5 - Republic-Cleveland, Republic-Warren, Pg. 6 - Republic-Chicago,  
Pg. 8 - Low Asbestos, Premix, Product Life

|                      |     |                                                                                                                                                                     |
|----------------------|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| DW                   | --- | Pg. 4 - USS-Ohio Works, Republic-Canton, Pg. 5 - Republic-Cleveland, Republic-Warren, Ford, J & L-Warren, Republic-Chicago                                          |
| DS                   | --- | Pg. 3 - Armco-Butler, B & W, Pg. 4 - J & L-Cleveland, Sharon, Republic-Canton, Pg. 5 - J & L-Warren, Republic-Chicago, Pg. 6 - Inland, USS-Gary, Pg. 7 - USS-Geneva |
| LS                   | --- | Pg. 4 - Sharon                                                                                                                                                      |
| . Koepf              | --- | Pg. 5-Great Lakes                                                                                                                                                   |
| PG                   | --- | Pg. 5 - J & L-Warren                                                                                                                                                |
| FH                   | --- | Pg. 5 - Republic-Chicago, Pg. 6 - Bethlehem-Burns Harbor                                                                                                            |
| PG                   | --- | Pg. 6 - Republic-Chicago                                                                                                                                            |
| JH                   | --- | Pg. 6 - Inland                                                                                                                                                      |
| AP                   | --- | Pg. 7 - Armco-Houston, Pacific States, USS-Geneva, Cameron Iron-Houston                                                                                             |
| . Lacjak             | --- | Pg. 7 - C.F. & I.-Pueblo                                                                                                                                            |
| . Bernardi           | --- | Pg. 7 - Kaiser                                                                                                                                                      |
| . Bogert             | --- | Pg. 8 - Palletizing                                                                                                                                                 |
| Il Sales<br>ersonnel | --- | Pg. 8 - Competitive Low-Asbestos Samples                                                                                                                            |

K. M. Swingle

MS

:: RCP  
WCS

MINUTES

COMMERCIAL DEVELOPMENT MEETING

COMMITTEE MEETING

SEPTEMBER 25, 1972

(Next Meeting: Oct. 2, 1972)

ATLANTIC

Entered Action

Bethlehem-Bethlehem

Request sent in for Expanding hardware dimensions on 23x28 and 29x36 molds. 9-25-72

Carpenter

H/RTC Waiting for at least two months to set up sample pallet w/Frx. 9-25-72  
inside Profax Top. Haven't received sample pallet.

--- HDS talked to RTC. Next shipment 28th. FAH to let RTC know.  
RTC to set up one test pallet.  
FAH please contact RTC.

Atlantic Steel

K New 8-Pc hanger system.  
Waiting to run another heat of tops before final decision is made. 9-25-72

Republic-Gadsden

DS/KRK HDS/KRK - Make formal hot top proposal. 7-31-72  
Leave in abeyance until last quarter.

Lukens

M 1. To visit mid-September and evaluate topping compounds after  
BBM. Report please. Made call on 9-19-72. Need report. 7-31-72

BM/HDS 2. Made visit. Report required from BBM on potential business. 8-7-72  
--- Working on this ---

3. Design H.T. for two electrode molds. 9-25-72  
(30x72 and 34x80 molds) --- Need immediately. Has been in design  
at least a month.

KRK/BBM

JJ/HDS Preliminary review of BBM's accounts. Major review with KRK  
K/BBM required last week of September. KRK and BBM to come to Cleve. 8-14-72

Bethlehem - Sparrows Point

Entered Action

UK Packaging of last shipment of Seal-On tops still poor. Callahan to 9-18-72  
JC contact KRK and report back. No report as of 9-22.

C.F.&I. - Roebling

.McC New plug print 136A sent to C. Witt, B. McConnell to followup 9-18-72  
to get change made.

Bethlehem - Steelton

Followup tests and establish expansion ring sizing for 28x32 BED. 9-18-72 9-25-72  
Size established. Ordered 108 pcs. for production trial.  
Finalized on 20th.

USS-Fairfield

. Martin Martin sending in print for 27" sq. BEU mold for Seal-On casting 8-21-72  
? top. Fenton to check advisability. JDS to get 70 series casting  
to Fairfield.

JP Problems with packaging collapsing before arrival at warehouse. 9-25-72  
JC Need report on current situation.

EASTERN REGION

J&L - Aliquippa -- 27" x 34" BEU (to replace 31x33)

1. Design and quote hot top for 27x34 BEU. 8-21-72  
Will not be production item until next year.  
Design complete. Waiting for an order for 766 castings  
to re-evaluate system at Aliquippa.

USS-Duquesne

1. Soft rings for S-On rings. Rings are not shrink wrapped.-- 9-18/72 9/25/7  
Now shrink wrapped. -- Boards are breaking due to spacers  
between boards. -- RTC will rectify.

JC 2. RTC to report on packaging situation. 9-25-72

JD/AFE 3. Needs report on Conmet Topping Compound. Need analysis 9-25-72  
on sample to be forwarded by DJD.

USS-E.T.

Still waiting for 32 x 60 Seal-On castings. Report needed on status 9-18-72 9-25-  
of this program. S-On casting shipped. 200 tops run and system  
working fine.

Republic-Buffalo

1. Set up proposal and quote on M.P. Top. Initial costing 8-21-72 9-25-72  
established. Pricing proposal verbally given to DJD.  
Customer approval before finalizing. Quoted.

|                                   |                                                                                                                                                                           | <u>Entered</u> | <u>Action</u> |
|-----------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|---------------|
| <u>Republic-Buffalo</u> (cont'd)  |                                                                                                                                                                           |                |               |
| DS                                | 2. HDS to contact Silliman on M.P. Top.                                                                                                                                   | 9-25-72        |               |
| <u>Armco-Ashland</u>              |                                                                                                                                                                           |                |               |
| W                                 | L.M. Willis to check all shipments from Mt. Braddock Plant.                                                                                                               | 9-25-72        |               |
| JJ/MW                             | 2. Report received on EP-4697 - Carbon pickup reported. Adjust-<br>ment to be made to formula and retested immediately.                                                   | 9-18-72        |               |
| W/DJD/GF                          | 3. Floaters on rim-stabilized steel using our hardware on<br>Consolidated boards. Need more informative report and<br>discussion what can be done.                        | 9-18-72        |               |
| <u>Bethlehem-Lackawanna</u>       |                                                                                                                                                                           |                |               |
|                                   | 1. Will design as soon as print obtained. Need latest.<br>revision from mold print. Have design.                                                                          | 7-31-72        | 9-25-72       |
|                                   | 2. Design Hot Top for 33-1/2" sq. - 737 -. -- Design made.<br>HDS will take in to Lackawanna. GF will work up price<br>and quote will be made tomorrow.                   | 8-28-72        | 9-25-72       |
| F/DJD                             | 3. 22 x 44 BED - 10 heat additional trial.                                                                                                                                | 8-28-72        |               |
| <u>Armco-Butler</u> - 349 Hot Top |                                                                                                                                                                           |                |               |
| DS/GE                             | Metallurgical report due.                                                                                                                                                 | 7-31-72        |               |
| <u>B &amp; W</u>                  |                                                                                                                                                                           |                |               |
| DS                                | 1. Casting order for 287. Trial of 200 ingots scheduled.<br>Will test out 200. Report please on Ferro receiving<br>order.                                                 | 7-31-72        |               |
| <u>Bethlehem-Johnstown</u>        |                                                                                                                                                                           |                |               |
| RD                                | Bethlehem concerned with winter freezing problems of Premix.<br>RRD to contact Bartholomew regarding steam line temperature, etc.<br>RRD to contact RTC regarding liners. | 9-18-72        |               |
| <u>Wheeling</u>                   |                                                                                                                                                                           |                |               |
| CH/DJD                            | Service men needed during use of old stock 28 x 35, 43" and 47.                                                                                                           | 9-18-72        |               |
| <u>USS-Homestead</u>              |                                                                                                                                                                           |                |               |
| AP/FCH/FAH                        | Plant irritated by late deliveries. Report needed as to reason<br>for late deliveries on Ferrux and tops.                                                                 | 9-18-72        |               |
| <u>Allegheny-Ludlum</u>           |                                                                                                                                                                           |                |               |
| CH,GF,GE<br>JD                    | 444 Boards need to be 3/8" longer to fit into corners. Clips<br>should be extended to 9" to go over sides of mold. Ferrux to<br>shipped in pallets instead of drums.      | 9-18-72        |               |

Entered   Action

CENTRAL REGION

Copperweld

BO/WCF   1. Need production samples of 685-4p for test pour.   9-5-72  
TC   Fogarty will be back and screaming. Per RBO, pieces will be  
run 9/20. If satisfactory, pieces will be available 9/21.  
Expedite 4-Pc. hot top.

Hoping dryers will be in 10/6. PAP to advise when full production  
will be available.

USS-Ohio Works

RD   1. First report on test tops from field - no leakers as per   8-21-72  
WLS. Second report from field indicated leakers. Need  
report from WLS. Revised recipe will be introduced as soon  
as possible. Hopefully, test tops can be made with the next order.

2. Complete review of Ohio Works programs to be made. --   9-18-72   9-25-77  
625's fit well.

DW/RTC   3. Per HDW don't need 726 tooling at present.   9-25-72

4. Tool okay on 541.   9-25-72

J & L-Cleveland

1. Need better report on hardware problem at this account. --   9-18-72   9-25-72  
Resolved will not test.

34 x 80 BEU S-On Casting - 676

JS   1. JDS to check on running samples with new tools. Running   8-21-72  
samples this week. Ran sample boards over weekend and will  
run rings week of 9/25.

Sharon

JS   1. JDS to assist HDW to start public relations campaign.   8-7-72

LS   2. Obtain formal order for 29 castings by 9/25 for BEU.   7-31-72  
(30 additional ingots for Kern - 6 each day). --  
Ordered 24 per HDW and will order more at later date.

Republic-Canton -- 929 Seal-On

JS/HDW   1. Test on 929 to start this week; however, probably not go   8-21-72  
Seal-On.

BO/HDW   2. Test ASAP to reduce asbestos level. Shipped t/l no-asbestos   8-14-72  
RD   tops. Awaiting results. (669 Top)

|                                             |                                                                                                                                                                                                                               | <u>Entered</u> | <u>Action</u> |
|---------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|---------------|
| <u>Republic-Cleveland</u>                   |                                                                                                                                                                                                                               |                |               |
| DW                                          | 1. 32 x 60 BED. <u>Awaiting yield results.</u><br>Eight heats have been completed.                                                                                                                                            | 7-31-72        |               |
| DW/RRD<br>F                                 | 2. Test low asbestos Profax <sup>®</sup> here. Templates required.                                                                                                                                                            | 8-14-72        |               |
| RD, WCF<br>BO                               | Note: EJJ met with Republic Central personnel week of 9/5. Results were that Republic will hold us to the schedule previously established. If this schedule is not met we will be thrown out of all Republic Mills.           |                |               |
| JJ/RRD                                      | 3. EJJ AND RRD to review pricing.                                                                                                                                                                                             | 9-25-72        |               |
| <u>Republic-Warren</u>                      |                                                                                                                                                                                                                               |                |               |
|                                             | Test low-asbestos Profax here. Templates required.                                                                                                                                                                            | 8-14-72        | 9-25-72       |
|                                             | Note --- these must be completed prior to 9/25 to meet October 1st deadline. --Ran 6 ingots 9/24. O.K. of 571's.                                                                                                              |                |               |
| RD/HDW/<br>F                                | Two pallets of Proflex <sup>®</sup> #571 hot tops (no-asbestos) were produced successfully on 9/21/72. -- Need test 400 sets of no-asbestos 571's & 572's - Will run 572's first.<br><u>Y.S. &amp; T.-Campbell &amp; B.H.</u> | 9-25-72        |               |
| DS                                          | To visit and review hot topping situation with Dr. John Stubbles HDS to meet.                                                                                                                                                 | 7-31-72        |               |
| <u>Ford Motor</u>                           |                                                                                                                                                                                                                               |                |               |
| DW/HDS                                      | To visit with Jim Pittenger.                                                                                                                                                                                                  | 7-31-72        |               |
| <u>Great Lakes - 38 x 72</u>                |                                                                                                                                                                                                                               |                |               |
| K                                           | 1. K. Koepf to produce test rings with new style joint, before decision made on tooling change.                                                                                                                               | 9-25-72        |               |
| <u>J &amp; L-Warren 22 x 24 and 25" sq.</u> |                                                                                                                                                                                                                               |                |               |
| F/HDW<br>DS/DPG                             | 1. Design S-On hot top as soon as possible. R. Lacjak has scheduled completion of this design by 9/18. -- Design complete for test unit. JDS and DPG to schedule test. HDW will call week of 9/25.                            | 8-28-72        |               |
| <u>WESTERN REGION</u>                       |                                                                                                                                                                                                                               |                |               |
| <u>Republic-Chicago -</u>                   |                                                                                                                                                                                                                               |                |               |
| DW/JDS<br>FH                                | 1. Bechtel will visit Oct. 9 at USS-Lorain. Report please.                                                                                                                                                                    | 8-28-72        |               |

|              | <u>Republic-Chicago (cont'd)</u>                                                                                                                                   | <u>Entered</u> | <u>Action</u> |
|--------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|---------------|
| RD/WPG       | 2. 538-34" to be tested with reduced level asbestos ASAP. Test to be run in Chicago 9-18-72.--Will retest 538 in low asbestos Proflex <sup>®</sup> recipe.         | 8-14-72        |               |
| RD/WPG       | 3. 450 Proflex <sup>®</sup> lpc, these tops to be produced in Chicago only after tests are successful with the 538. -- Will test 450 also.                         | 9-18-72        |               |
|              | <u>USS-South Works</u>                                                                                                                                             |                |               |
| JJ           | Seven samples of topping compound for Amitec. Quality problems on 29 x 35 with Ferro top.                                                                          | 9-18-72        |               |
|              | <u>Y. S. &amp; T.-Chicago</u>                                                                                                                                      |                |               |
|              | 1. Round-the-clock coverage as soon as production startup. Startup slow. Report needed on coverage results and future plans. -- All castings together and running. | 7-31-72        | 9-25-72       |
| AM           | 2. Ferrux <sup>®</sup> 270 test to be run on Universal castings to get hard crust.                                                                                 | 9-18-72        |               |
|              | <u>Inland Steel</u>                                                                                                                                                |                |               |
| JH           | 1. Need report from CJH on new boards. E & F boards satisfactory. <u>Need report on balance of lettered boards.</u>                                                | 8-21-72        |               |
| DS/CJH       | 2. Follow up report on BED 29" sq. test.                                                                                                                           | 7-31-72        |               |
| DS/CJH       | 3. Trying Foseco clip, FB-665, at #3 O.H. to replace Hilti. <u>Need report please.</u>                                                                             | 9-18-72        |               |
| JH/GF        | 4. Quotes made on 34 x 80 S-On. Asked to quote on 28 x 42 BEU S-On.                                                                                                | 9-18-72        |               |
|              | <u>Wisconsin</u>                                                                                                                                                   |                |               |
| AM           | 1. <u>Results on Ferrux test negative. Need retest.</u>                                                                                                            | 7-31-72        |               |
|              | 2. Awaiting order on 30 more castings.                                                                                                                             |                |               |
|              | <u>Armco-K.C.</u>                                                                                                                                                  |                |               |
| TC           | 1. RTC report on packaging demonstration.                                                                                                                          | 8-21-72        |               |
|              | <u>USS-Gary</u>                                                                                                                                                    |                |               |
| JJ/HDS<br>DS | 1. Develop campaign to present Seal-On program.                                                                                                                    | 8-28-72        |               |
|              | <u>Bethlehem-Burns Harbor</u>                                                                                                                                      |                |               |
| FH/JAM<br>DS | Set up meeting to review hot topping practice.                                                                                                                     | 7-31-72        |               |

PACIFIC REGION

Entered   Action

C.F. & I.-Pueblo

1. Review entire hot topping situation and submit report. 7-31-72 9-25-72  
GF will visit week 8/28/72. GF visited. Ordered truckload of test tops.  
Follow testing.

- L 2. 80 Tops going today 9/25. R. Lacjak to run 80 ingot test. 9-25-72

Armco-Houston - 38 x 72

- GF/DAP 1. 38 x 72 - Awaiting mold print from customer. 8-7-72
- GF 2. Tooling due 8/29. Tooling and tops are late per DAP 8-28-72  
H.T. #647 test fit and size revision. Awaiting next size to fit.

Kaiser

- AP/WCF/ 1. Problem with materials manufacture and shipments from 9-18-72  
BO Cleveland. Kaiser has had 300% increase in business.--  
. Bernardi Poor manufacturing and shipping coordination to California Warehouse. This jeopardizes only supplier status on BEU.
- JJ/GF 2. Request all information on pricing and marketing approval to convert 232 to S-On. 9-18-72

Pacific States

- AP 1. Test of new Kalmex Formula to be arranged before the end of August. Sample gone out for test. Need report on samples.--Submit standard formal request for test. Per DAP don't expect test until 10/1/72??? 7-31-72

USS-Geneva

- AP/HDS/ Need quote on 722 to USS-Geneva. 9-25-72  
DS
- AP/WCF/ Late shipment on BEU size jeopardizes only supplier status. 9-25-72  
BO

Cameron Iron - Houston

- AP/GF 1. Request design on wrap-up Proflex<sup>®</sup> for use in all round molds. 9-25-72  
Idea of single hot top - variable length for all molds. DAP to supply mold sizes to design (GF).

DEVELOPMENT

Entered   Action

Low Asbestos Profax<sup>®</sup>/Proflex<sup>®</sup>

RD      Trials with Proflex<sup>®</sup> low asbestos unsuccessful.-- Boards can not be made on Super Sam. Material lumpy and cavitated. Experimentation required ASAP.      7-31-72

Additional Comments on Premix<sup>®</sup>

CF/RRD      1. No problems at Johnstown with larger batches. Manufacturing given okay to increase batch size by 10%.      9-25-72

RD/WCF  
AP      2. Low asbestos product required -- Will be put off until higher priority items completed.      8-14-72

Palletizing

TC      Will have proposal out to salesmen re: returnable pallets. RTC reports 7 year payoff at Middletown and 3 year payoff at USS-Lorain. Will get pallets to Lorain.      7-31-72

AP/RTC  
Bogert      Need decision on using return wooden pallets. Salvage operation with good pallets to be reused.      9-25-72

Product Life

J/RRD  
F      EJJ to report on shelf life of Proflex<sup>®</sup>.

COMPETITIVE Low-Asbestos Products - No samples obtained as of 8/28/72

1 Sales  
rsonnel      1. All Salesmen to advise of activity of competitors and obtain samples (minimum 9 x 9" required).      7-31-72

L Sales  
rsonnel      2. Samples of competitive materials fitted into FOSECO curved board system should be obtained.      7-31-72

1 Sales  
rsonnel      3. Full details of degree of curvature of boards relative castings is needed.      7-31-72

K. M. Swingle