

FILE NAME: Pfizer (PFIZ)

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SALES PRODUCTION MEETING - NOVEMBER 2, 1971

A. Machin, P. Pinner, D. Ingram, M. Rourke, R. Linnett, J. Gern, T. Hardy,
R. Stevenson, E. Ratcliffe, R. Plants, D. Brant, G. Wells.

HYDRATES:

- (1) Communication with Sales on order Status
 - (a) Info generated by Traffic satisfactory to Sales.
- (2) Pallets
 - (a) Shortage with two accounts - 261 with Scrabley, Valley City 245. Sales to try and get pallets back.
- (3) Short weight Bags (Tiger Masons - Type "N")
 - (a) Alliance Bldrs called and mentioned that bags were short weight bags. No formal complaint issued. Sales in contact with Alliance Bldrs. regarding sale of material.
- (4) Forecast for Hydrates
 - (a) Possible 75,000 tons needed including 5,000 ton bulk. (For M. Rourke - Building and construction Hydrates). Budget for 1972 is 55,000 ton.
 - (b) Possible additional outlet for pollution control, water treatment, etc.
 - (c) Soil stabilization another area for bulk hydrates.
- (5) Service for Hydrate Shipments
 - (a) Adobe, Premix, Doby, Colorite to get preference in shipments. Rourke will write memo confirming this.
 - (b) Warehouse facilities discussed. Moisture resistant bags needed for products. Bags can be stored up to maximum of 6 weeks. Longer periods will subject hydrate to lumping or warehouse caking.
- (6) Bulk Hydrate
 - (a) Bulk Hydrate Type "N" available at Area #3 in limited quantity.
 - (b) Bulk Hydrate Type "N" at Area #1 - lead time needed to install equipment for loadout.

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- (6) Bulk Hydrate Type "S" - extensive revision of equipment and loadout system needed for quantity.

(7) Shrink Pak

- (a) Plastic - heat shrink material placed around products on pallets. Investigation being made as to feasibility for use on hydrate pallet shipments, also for fine stone products.

(8) New Kilnoise Blend

- (a) Blend of mineral wool and Type "S" line to be effected by R. Plants. Mineral wool will substitute for Asbestos. Field tests will be run on different blends prior to sound testing.

(9) Owens Corning Blend

- (a) Blend of lime, glass fibers, seacrete as proposed by Owens Corning discussed. Asked direction from D. Brant, Product-Market Manager.

(10) Type "N" Quality

- (a) Shipment to Canaan - Low Plasticity as tested by Canaan Laboratory. Sample returned to G.L.P. tested 276 and 266 on 2 samples received. Plus 200 mesh residue checked 14.4% and 12.6% respectively.

PEBBLE:(1) 3/8 x 0 - Oxide for Road and Soil Stabilization

- (a) With present equipment - only limited quantity available.

(2) Dolotect Pebble Line Specifications

- (a) Footnote be inserted in Specs. - "That product under 0.030% Sulfur is desirable."
 (b) Footnote on minus 1/4" be set at 15% maximum, with 10% minus 1/4" desirable.

D.B.D.:(1) D.B.D. - "E"

- (a) At present limited capacity for producing D.B.D. -E. According to J. Carr trend is the use of "E" Product particularly in use for Electric Furnace Steel. Projecting 4,700 tons "E".

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- (b) Quigley interested in minus 16 mesh D.B.D. product. Sales in contact with potential customer regarding approximate 6 mesh product.

GLASSLINE:(1) Capacity vs. Sales

- (a) Trend is to glass stone instead of oxide. Installation of new screen to replace South Simplicity should improve capacity of oxide (16 mesh). Timing for replacement will be discussed with Sales. Sales is committed to sell 127,000 tons.

(2) Test for Refractory Contaminants (16 mesh glass line)

- (a) National Lime & Stone certifies that their glass line will not produce stones.
(b) G.L.F. Laboratory will pursue method for determining stone forming index.

(3) Glass Line Specifications (16 M. Glass Line)

- (a) Fe_2O_3 Specification - 0.110% maximum. Fe_2O_3 of under 0.08% is desired.
(b) 50% minus 100 mesh fraction is desired.

DRIED STONE:(1) Certain-feed Status

- (a) Certain-feed requirements 4-5 truck loads per day approximately 55-65% pulverized limestone.

(2) F.S.P. Surge Bin

- (a) Product to Surge Bin approximately 67-71% minus 200. Question of substituting this product to customers who now require blend of Superfine & Granular. Safety screen to collect oversize discussed.

(3) Glasshouse Stone Capacity

- (a) Budget of 172,000 ton for 1971.
(b) F.P.G. account discussed. Specifications for Chemical Analysis, particularly Acid Insoluble content discussed.

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(4) L.O.F. Specifications

- (a) Rigid specifications for L.O.F. regarding metallic contaminants in process system and product discussed.
- (b) Use of iron wire for blazing to be discussed by A. Machin with R. Bailey.

(5) Morrell Rejection - Pulverized Limestone

- (a) Direction asked by R. Stevenson how to handle shipments that customer rejects at their plant.

(6) Slip Sheet Pallets

- (a) Potential savings anticipated if used. \$3,000 investment. Up charge \$.50 per ton needed. Shrink Pak is compatible with pallets.

(7) Granular Specifications

- (a) Sales requests 25% maximum passing 200 mesh screen.
- (b) Suggestion made to get data on gradation, run statistical analysis on data and get variation.

GENERAL:(1) Off Spec. Product Shipments - Customer/Tons/Reasons.

- (a) New York requires monthly summary regarding shipments of off specification products. Summary will include the customer, tons involved and the reasons for shipment.

(2) Teamwork

- (a) Contact between Sales and Traffic has been good.

(3) Demurrage

- (a) Oxides on outbound has cost from January to July approximately \$5,600.00.
- (b) Are not loading much product ahead and keeping car inventory in plant to a low level.

(4) Market Survey for Oxide

- (a) Sales taking a look at steel market.
- (b) Glass Line increase dependent on capacity to produce.

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(5) Waste and By Products

- (a) 10% of quarry production hauled to waste.
- (b) R. Pinney, approached by Broker to handle fine products hauled to waste pile in quarry #3 area.
- (c) Loading facilities needed to get into Agricultural business.
- (d) Stack dust from precipitators available.

(6) #7 Kiln Status

- (a) Expect to go on stream early in December, 1971.
- (b) Electrical installations may delay start up.


Robert H. Plante
Mgr. Quality Control

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