

MONTHLY MANUFACTURING REPORT

NOVEMBER 1975

6

1. FINANCIAL SUMMARY

a. Results

	<u>Inter-Co.</u>	<u>Trade</u>	<u>Total</u>
Plant Sales Oct.	\$ 279,000	\$ 145,000	\$ 424,000
Plant Sales Nov.	207,000	100,000	307,000
Plant Sales YTD	\$2,397,000	\$1,338,000	\$3,735,000

b. Discussion

Sales for November were off 27% due in a large part to a much shorter month. There were 28% fewer work days in November than in October.

2. FUTURE VARIANCES

a. Recipe

Experiments on RM 265A free KALMINEX are still being carried on.

b. OSHA

We were cited for 5 non-serious violations by OSHA. Total fines amounted to \$525.00. We have a time period of one year to comply with the TLV for RM 131D.

c. Foseco Trucking

Savings for the month were \$8,330.28. A total of 50 truckloads or 66% of total shipments were hauled by Mt. Braddock equipment. In spite of the short month, the cost per mile was still held to a respectable \$.635 per mile. Accumulated savings for 1975 are \$109,958.87 for an average of \$9,996.26 per month. Average per mile cost for the year is \$.677.

d. Quality ControlExothermics

We prepared seven 926-270C-1P units, out of special EP 1881 for Latrobe Steel testing. Three mixes of 1881 were blended to exhibit fast, medium and slow core burns. Tests were scheduled for the middle of November and we are now waiting for metallurgical results from Latrobe.

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**PLAINTIFF'S
EXHIBIT**FOS-772
FOS 673