MVL R+D 1990

PLAINTIFF'S EXHIBIT K-1527

Pittsburgh District
April 25, 1968

J. A. Campbell - D.H.Q.

Blast Furnace Stoves
A. I. M. E. Meeting
Koppers Company, Inc.
Pittsburgh, Pa.

To begin with, you will be glad to know that we will receive the order from Koppers for the four blast furnaces at Burns Harbor in the amount of approximately $90,000. Upon my return to the office this morning, after the A.C.S. meeting in Chicago, I received the good news from Koppers Purchasing Department. I am most appreciative of the help you have given us in permitting us to make up a "package" price on this job because the situation would have been entirely hopeless if the customer had evaluated our Superex block prices directly with that of the competition block only. As I mentioned previously, Insolite Refractories, quoted their IV-20 block at prices lower than I have ever before encountered here in Pittsburgh in an attempt to determine whether or not "they would ever receive a blast furnace stove order from Koppers". Their price on the IV-20 block in this instance amounted to $.266 per bd.ft. compared to their normal price of $.29 per bd.ft.

Now to get on with matters relating to the development of the composite block. Firstly, I must correct one bit of information that I passed on to you in my letter of 4/15. I indicated that the "new improved product mineral wool product" referred to in the A.I.M.E. paper was the Harbison-Walker (Baldwin-Ehret-Hill) promotion. This is not correct. The block which the speaker had in mind was General Refractories block known as MK-17 and which is made for them by Eagle Picher. Koppers showed me a copy of a letter written by Anderson to Mr. George French of Bethlehem Steel (who I understand is their top Blast Furnace Engineer) in which they replied to the question he raised at the A.I.M.E. meeting concerning the manufacturer of the "new improved block". In this letter they stated that the block they were referring to was the MK-17 block but there were "several other manufacturers who could supply a similar block".

Here is another interesting point. In my letter of April 15, I mentioned that the high temperature stove which Koppers relined at Bethlehem Lackawanna Works some 14 years ago with #450 Cement behind the Superex has performed satisfactorily - no evidence of cracked shell plates, even

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DEFENDANT'S EXHIBIT DE-98

with the ancient shell. About three years ago, however, Bethlehem Steel themselves relined two stoves (about as old as the Koppers stove) following the Kopper's drawings except that the Superex was applied directly to the shell - no 450 Cement was used. One of these two stoves has developed a circumferential crack slightly above the hot blast outlet which would indicate that a cushion behind the block may have some merit.

Koppers is quite interested in our development of a composite block and have asked me to furnish two samples (6" x 12"), one consisting of 2-1/2" thick Superex faced with 1/2" of Spinglass and the other consisting of 2-1/4" Superex faced with 3/4" Spinglass. The density of the Spinglass I will leave to your discretion but perhaps you might wish to give them samples of both densities - the 3 lb. as well as the 6 lb. Would you kindly send these to me and I will see that they get in the proper hands at Koppers?

As I mentioned, Koppers also feels that they may wish to apply for a patent on the application of a composite block in this service and I am hopeful that we can arrange a meeting of our patent attorney's with theirs to discuss this matter. When you come to Pittsburgh next week I hope you will be able to spend a few hours with Koppers and we can discuss this in a preliminary way with them.

G. B. Grimshaw