



COMMERCIAL DEVELOPMENT MEETING

May 6, 1974

Present: W. J. Vandemark H. D. Shephard
 G. Fenton W. C. Fletcher
 A. Santighian S. Cinke
 A. D. Dodson D. J. Marino
 H. D. Wright D. P. Gregan
 J. Thebo

Copies: P. A. Partington
 M. S. Wood

Last week's meeting was canceled due to the National Open Hearth and B.O.F. Convention.

Profax 2000

Twenty-four #684 rings have been produced and are to be tested at J&L, Aliquippa on Friday, May 10th.

Asbestos-Free Recipes

E.P. 5492 #470 rings tested successfully at J&L, Pittsburgh but the consensus opinion is that these rings are still too hard. The #386 injection tool due 5/9/74 and an injection tool proto-type from F.I.L. is expected this month.

A. Santighian gave the following synopsis of EP 5492A testing on the #454 one-piece top for Sharon Steel.

Date	Machine	Time	Pieces	G3 Standard	Efficiency	Field Report
4/19	#8	2 hr	0	--	--	
4/22	#8	2 hr	0	--	--	
4/26	#3	7.5 hr	120	159.4	75.78%	All tops too big, required sanding.
4/30	#3	1 hr	0	--	--	
5/1	#3	7 hr	162	148.75	108.91%	Fit much better but rings too thin, high breakage.

Possibility of modifying volume insert to improve fit to be studied. Average #454 consumption 600/mo. and customer wants shipping racks. Effect on contribution as opposed to present packaging to be evaluated.

Harold Wright reports that #572 hot top in EP 5465A at Republic-Warren is producing lower yields than our competitors under equal operating conditions. In low carbon grades, for example, we are averaging 83% and the competition 84%. Technical Department will check the next run to ensure slurries are being correctly made.

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al Starch approved by our Technical Department and some has been reports we now have 8 approved suppliers of this R.M. and the a regular basis.

delivered at the rate of 400 tons/month starting this month no.

A. D. Dodson