PITTSBURGH CORNING CORPORATION
PITTSBURGH, PENNSYLVANIA

MINUTES OF THE MEETING OF THE BOARD OF DIRECTORS

OF PITTSBURGH CORNING CORPORATION

HELD AT NEW YORK, NEW YORK, MARCH 3, 1965

The regular meeting of the Board of Directors of Pittsburgh Corning Corporation was held at the appointed time and place.

Members present: Mr. Russell Brittingham, Presiding
Mr. Robinson F. Barker
Mr. William C. Decker
Mr. Amory Houghton, Jr.
Mr. Felix T. Hughes
Mr. George D. Macbeth

The minutes of the meeting held December 2, 1964, at New York City were approved.

The President reported estimated sales and profits for the two months ending February 28, 1965, to be:

(In $1,000's)	BUDGET	ACTUAL	1964
Net Sales	$1,898	$2,354	$2,087
Net Income	17	148	127
% to Net Sales	0.9	6.3	6.1

Net sales and income are up due to heavy shipments of high-margin FOAMGLAS to date. European shipments were low due to the dock strike, and domestic shipments were at a higher net return.

Orders and backlog statistics indicate that Glass Block volume has shown a further decline but that FOAMGLAS orders and backlogs are at a high level; the first eight weeks of 1964 showing orders received 18% over a year ago and backlogs up 62%.

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The Board discussed the current status of Glass Blocks:

a. Mr. Brittingham stated that two consulting firms were reviewing this product line to determine possible new uses and designs.

b. It was suggested that we may tie in our sales promotional activity with the work that PPG is doing in promoting the use of glass.

c. A reduction of Glass Block thickness and weight would reduce both manufacturing and shipping costs. This will be reviewed and reported on.

The Cash Forecast for the period ending July 31, 1965, indicated that Federal and State Income Taxes of $1,020,000 will be paid in this period and that another $800,000 will be paid in September-December. Capital Assets for our U.S. operations will be $295,000. It is anticipated that $500,000 will be repaid on the Mellon Bank Note in March.

The status of the European plant was discussed. The tank will be lighted shortly after the middle of March, and startup is expected to be early in April. Two lines will be activated; and after training of personnel has taken place, the remaining two lines will be started.

The cost of the plant will be slightly under the $6,050,000 estimate.

The European plant financing was outlined as follows:

Capital Stock purchased by Pittsburgh Corning Corporation -	$1,500,000
Loan from the Bank of Brussels to PICOBEL ----------------	3,000,000
Loan to PICOBEL by Pittsburgh Corning Corporation ---------	3,000,000
TOTAL TO DATE	$7,500,000

On February 16 and 17 Pittsburgh Corning borrowed $1,800,000 from the Mellon National Bank and Trust Company, part of a line of credit of $2,500,000. The $1,800,000 was transferred to Belgium and $1,500,000 loaned to PICOBEL with the other $300,000 retained in the PC bank account there on a short term investment basis. The $300,000 will not be transferred until we know the final financing needs of this subsidiary.

A repayment on the Mellon Note will be made in late March and the remaining balance formalized in a regular, instead of a standby, note. We will sign a standby agreement at that time for a $500,000 line of credit for a six months' period.

The status of the pending legal cases was reviewed:

a. The Sculpcraft case was dismissed by an Ohio Court as the service made on a Pittsburgh Corning Ohio sub-distributor was not valid. We have not been served with papers in Pennsylvania to date.

b. Hunt Foods is still in the status quo. No service has been made on Pittsburgh Corning at this time. A motion to dismiss the case was taken under advisement by a Los Angeles judge, but no decision has been made as of this date.

c. Mr. Sam North, stockholder of North Brothers, Inc., has requested the Courts to force North Brothers to open up their books to him. No decision had been reached prior to the Board Meeting.

A verbal report was given on the status of the UNIBESTOS product. A review will be issued to the Board.

Mr. Decker requested that the quarterly Agenda include an item for the consideration of a quarterly dividend. Future Agendas will contain this item.

The Annual and Five-Year Financial Forecasts were requested to be presented to the Board periodically. Operating and Capital Expenditure estimates will be given to the Board.

No further business being presented to the Board, the meeting was adjourned as of 2:40 p.m.

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Frank R. Maston
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