

MINUTES
STEEL MILL PRODUCTS DIVISION
COMMERCIAL DEVELOPMENT MEETING
JULY 9, 1973
9:30 A.M.

Present: H. D. Shephard
G. Fenton
A. Santiqhian
W. Fletcher

ATLANTIC STEEL

G. Fenton asked Sales for justification for tooling cost which will be in excess of \$2,500 for about 500 tops/month.

BETHLEHEM STEEL-SPARROWS POINT

Waiting for test results on Kalminex boards in Tiger Top.

Foseco castings now fit in racks, expect regular use of truckload or more per month.

BETHLEHEM-BETHLEHEM

Quoted for 30" round Seal-On system for boards and rings. Cost \$1.80/ton, about best price available.

BETHLEHEM-STEELTON

Turned hangers around wrong way on boards again, (603). WCF to check.

USS-FAIRFIELD

Completed replacement of old hardware by new expansion ring system.

USS-FAIRLESS

Have been taking hot tops from Universal Refractories.

H. D. Shephard contacted G. Myers on Friday, July 6th. It will be resolved.

LUKENS

Four slab sizes have been designed and quoted.

PHOENIX STEEL

Waiting on mold prints from Sales.

REPUBLIC-GADSDEN

Waiting for samples of topping compound for Amitcc Curve.

ARNCO-BUTLER

Color coding, hardware and boards.

T. Levicki is following the program. PMP is using expansion rings on their hot tops.

Foseco granted patent. Explore our patent rights.

People supplying expansion rings to industry: PMP, Ferro and Thermex.

ALLEGHENY LUDLUM-BRACKENRIDGE

Twenty (20) test sets for 26X44 BED Kalminex have been hand cut by K. Koepf.

BETHLEHEM-JOHNSTOWN

J. Bartholemew to check the 766 Seal-On stock to inventory to see whether it is worth returning them to our plant.

The finalized design for 30X35-1/2 will be issued this week.

Five molds and five castings will cost Foseco about \$5,000 for initial test.

EDGEWATER STEEL

374 boards on hand for quick shipment. Where will they be kept? (Cleve. or Mt. Braddock).

F. Habeeb will be responsible.

J&L - PITTSBURGH

We're selling many more rings than boards, 432, 470 and 766 Seal-Ons. We M U S T correct this imbalance. Between two and four times as many rings than boards. Total, about 9,000 rings to about 4,500 boards. The boards carry the profit.

USS-HOMESTEAD

Have received 31 sq. mold print. 14" high with 2 down settings.

Minutes
Commercial Development Meeting
July 9, 1973
Page 3

BADCOCK & WILCOX

We need a plan to find some way to get castings in there before January.

Will go ahead with Seal-On. Will place bids around end of July. Plans are to place orders for 1st quarter of 1974. What can we do to speed this up?

BETHLEHEM-LACKAWANNA

What has happened to orders for Seal-On boards and rings for 37X48 S-O?

USS-LORAIN

What has happened to slotted mold test at Lorain?

GREAT LAKES

Please inform us as to timing of asbestos-free materials at this account.

The recipe for 144 and 288 will be changed from EP-3900A to Profax 31.
G. Fenton will issue revisions.

CONTINENTAL STEEL

R. Callahan to order mold mock-up.

When is mold mock-up going to be ready for 625.

J&L - WARREN

Where is complete survey of hot topping needs?

What is present status of slotted mold tests?

REPUBLIC-CANTON

Chicago clips being evaluated.
We must use our stock of FD-770 clips.

G. Fenton awaiting mold prints on Seal-On system for stainless sizes.

J&L-CLEVELAND

33X40 Seal-On customer insists on flat board. Ferro will design casting.

Quote flat board higher.

SHARON STEEL

What is status of 27-1/2 sq. slotted molds?

RTC/HDW/FAH --- What is status of returnable racks for 1-Pc Seal-On Program?

ARMCO-MIDDLETOWN

R. Callahan to make report on feasibility of returnable steel Ferrux containers.

Making asbestos-free boards for Middletown using our paper recipe.

One test pallet waiting to be shipped.

G. Fenton to follow through with MONTY WILLIS on paper containing asbestos-free recipe for Middletown.

REPUBLIC-WARREN

Boards to be made of paper bearing asbestos-free recipe.

COPPERWELD

Still complaining about dusty boards.

Samples of paper bearing asbestos-free boards to be made for Copperweld this week.

USS-OHIO WORKS

All designed and quoted 4-PC hot tops:

19X22, 21X23, 23X29, 22X35 and 24X43.

ARMCO-ASHLAND

F. Williams demanding same recipe, asbestos-free boards, as will be supplied Middletown. To await results of Middletown tests.

INCO-BURNAUGH

Suggest use of Feedex hot topping on the copper nickle grades on the 20 and 30 in. sq.

Y.S.&T.-IND. HBR.

Making complete study of their hot topping. J. Moore will spearhead program.

J&L-ALQUIPPA

Since 28 castings are on order, we see no value in supplying only 4 stands.

WEIRTON

Check possibility of Kalminex manufacture in Mt. Braddock

G. Brandt to advise.

USS-GARY

H. Shenhard will be with G. Meyers on Wed., July 11th, to receive full package on BED systems.

Design of Seal-On system for 25 sq. in is now complete.

ARMCO-K.C.

When do we get repeat order? Decision needs to be made on designing tools for K.C. in Chicago.

Important to receive in Cleveland, one complete set for ideal fit in molds.

LACLEDE

Decision made July 6th to supply 1st tool for K-4 machine as Laclede ledge H.T.

We need decision as to whether we need 4-PC or 8-PC top. FAH/JDS

REPUBLIC-CHICAGO

Meeting with Valley Mold July 10th to finalize 34 sq. and 25X27 mold design for Seal-On.

Wants locating lugs for both sizes of hot top.

Verbal order has been placed for 13 castings and molds for 34 sq., 5 castings and 5 molds for 25X27.

INTERLAKE

Awaiting results of last test to decide if H.T. too thin (29X30), 1-PC.

BETHLEHEM-DUNNS HARBOR

Check Holbrook as to release (heat treat BED tops)

Commercial Development Meeting
Minutes
July 9, 1973
Page 6

WISCONSIN

Need asbestos-free material immediately. Discussing plan for two mold heights.

U.S.S.-SOUTH WORKS

Sept. 1st all suppliers should be asbestos-free.

INLAND

Ferro to ship in asbestos-free material for trial.

When does Fosco have to supply asbestos-free material here?

ARMCO-HOUSTON

Dust problems when nailing.

We are to supply the 27X66 and 29X72. Questions Sales for answer on other sizes.

C.F.&I.

Just shipped out second big order. Need to have followup on this second shipment.

ASBESTOS-FREE RECIPES

No experimental runs this week.

cel