



Commercial Development Meeting

December 17, 1973

Present: H. D. Shephard
G. Fenton
A. G. Santighian ✓
W. C. Fletcher
S. J. Cinke

Asbestos-free Recipes

Ring recipe formed well in tests on #7 machine in Chicago. One-piece Proflex recipe (hot top #390) still giving some problems - de-watering time too long.

A. G. Santighian firmly convinced that modification of MK IV holding tank is essential for successful manufacture of asbestos-free rings in Cleveland.

G. Fenton urgently requires non-asbestos Proflex board recipe for corrugated machine, specifically Inland and Ohio Works. Testing impossible this week because of very heavy production schedule.

S. J. Cinke considers holding tank modifications his first priority, and K-4 machine his second priority. Also noted that work needed on plugged lines in MK III area.

Ferrux

Heavy cost competition against Ferrux 345 at J&L-Pittsburgh. A. Santighian has new recipe XS-1569, expanding type (but not RM 531) which looks good on Amitec. G. Fenton to cost/price and arrange test at J&L. W. C. Fletcher requests attention to free-flowing properties to assist in bagging control.

Binders

Group was informed of probable return to stands in January. All agreed we should avoid this as far as possible. The requested dispensing equipment for liquid resin would help --- S. Cinke to advise.

Tooling

W. C. Fletcher reports that new 376 tool for Chicago is being corrected and checking jigs will be made.

Copperweld 4-cavity tool is being modified following recent contour test. W. J. Vandemark considers we must first make reproducible pieces and then approach Copperweld on tightening their control.

RAW MATERIALS AND FINISHED GOODS INVENTORY

Dr. Phoenix stated he has written off about \$1400 in Foundry products, which, according to Mr. Partington, is a result of the system. Several meetings have been held relative to increasing inventories.

SILLO

Material which has been taken out of the silo has gone to Mt. Braddock. The difficulty has been in obtaining drums.

FOSECO TRUCKING

Mr. Crimaldi reported that gasoline is being rationed at a number of fuel stops, and other facilities have no fuel available. This situation has slowed the trucking operation and contributed in part for reduced sales in November. To ease this situation, a more varied credit card setup has been initiated in both Cleveland and Mt. Braddock.

Upon questioning by Dr. Phoenix whether the price could be raised, Mr. Crimaldi reported that all commercial carrier rate increases are reported to the marketing divisions and he is assuming they are being passed on. Dr. Phoenix asked what could be done to raise the selling price to compensate Foseco Trucking for their rise in cost. Mr. Siders stated that, in theory, each division should receive a smaller portion of declining savings. Dr. Phoenix requested that Messrs. Crimaldi and Vandemark and Mrs. Habeeb meet for a resolution of pricing.

Mr. Siders suggested adding a surcharge on the rate. This is the direction Mr. Crimaldi will use in his approach with the Steel Mill Division.

ASBESTOS FREE PRODUCTS

Mr. Fletcher reported that some asbestos free rings have been made, but were not entirely satisfactory due to undercuring. Those that could be handled, worked out very well.

Mr. Partington raised the question of allocation of costs to the marketing divisions, and would like separate account numbers to which these costs could be charged. Dr. Phoenix stated he wants the marketing divisions to be completely aware of all these costs.

Mr. Fletcher said that more support is needed in terms of facilities on the asbestos free, and suggested they be given a machine on which they can work. Dr. Phoenix replied the Sam was purchased particularly on the basis of having a piece of developmental machinery available.