

FROM (LOCATION) St. Louis - General Office CC:
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SUBJECT 1966 GOALS, OBJECTIVES AND ACTIONS - J.A. MULLENDORE
REFERENCE

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The actions proposed follow the outline of the Manufacturing Department Objectives.

II.

A.

Objective 3 - Production Costs

- Action:
1. Attain a program to improve the recovery of Lactonitrile at Texas City. 4-1-66.
 2. Review technology world-wide to determine different ways the ratio of ONCB to PNCB can be varied. 9-1-66.
 3. Attain a permanent solution to the conversion of crude alpha methyl styrene to cumene. 8-1-66.
 4. Program in effect to determine in the field our capability to recycle Santowax C and individual isomers to the Biphenyl tubular reactor to produce the desired compositions. 6-1-66.
 5. Review Cost Improvement Achievements and Product Cost Variances with plant personnel at least quarterly. All year.
 6. Follow the implementation of the plan developed at Anniston to regain standard manufacturing costs in the Cl₂- NaOH - KOH operation. All year.

7. Encourage plant personnel to explore with merchant producers of chlorine how they achieve extremely high on-stream operations. 6-1-66.
8. Work with plant production personnel to develop a more meaningful monthly report on production cost variances.

Objective 7 - Process Improvement Plans

- Action:
1. Plans are current for all products. All year.
 2. Plans are utilized as control tools to achieve maximum savings based on technical manpower input. 8-1-66.

Objective 9 - Quality

- Action:
1. Arrange a meeting on Aroclor to cover (1) customer requirements - domestically and internationally, (2) MC quality vs. competitors and our plans and (3) an appreciation for teamwork required. 3-1-66.
 2. Program accepted to improve quality, especially caking, on PNP and NaPNP so our sales are not restricted. 6-1-66.
 3. Follow the plant program to have sulfonation phenol quality acceptable for all internal needs including Bisphenol A as well as customer needs. 5-1-66.

Objective 11 - Cost Standard Preparation

- Action:
1. Prepare a guide for the preparation and review of cost standards that incorporates the revised downtime procedure. 5-1-66.

B.

Objective 1 - Coordination on Sales Forecasting

- Action:
1. Work with Production Planning to develop an alternate approach to forecast the need for an expansion of facilities. 6-1-66.

C.

Objective 2 - Train Individuals to Maximize Potential

- Action:
1. Working with TMP and MMT to develop long range plan for Plant Process Research Groups as to their charter, function and responsibilities.

Objective 3 - Employees to Know Status of Performance

Action: 1. Make an all out effort to provide Manufacturing Management with constructive feed-back on the performance of individuals that report to them. All year.

D.

Objective 1 - Plant Improvement Plan

Action: 1. Be familiar with Krummrich and Anniston Plant Improvement Plans so that desired projects may be included where applicable as part of major appropriation requests. All year.

2. Be familiar with Krummrich and Anniston Stream and Air Pollution problems and plans so they are included where applicable as part of major appropriation requests.

Objective 3 - New Facilities Placed in Operation in accordance with Division Guide

Objective 4 - Average "Commissioning" Cost not to Exceed 10% of Capital

Action: 1. Crude NCB and PNCB Expansion - Krummrich.

2. New Rectifiers for Chlorine - Anniston.

3. Biphenyl Distillation - Anniston.

4. Muriatic Acid Recovery - Krummrich.

5. PNP Expansion - Anniston.

6. Waste Treatment - Anniston.

7. Pressure Evaporation - Krummrich.

8. Warehouse - Anniston.

9. Monochlorobenzene Expansion - Krummrich.

E.

Objective 1 - Comparisons Between Domestic and Foreign Operations

Action: 1. Compare operating results, identify problem areas and have written improvement plans on the following products manufactured in member companies: Aroclor, Biphenyl, Phenol and PSA.

2. Assist MCL in defining scope, justification and timing on the installation of Biphenyl tubular unit.
3. Assist International Division and MC(A)L in reducing Phenol manufacturing costs in Australia.

H.

Objective 6 - Organic Division Capital Projects

- Action:
1. Scope defined and agreed to on following projects:
 - a. Aroclor Expansion - Krummrich.
 - b. Pan Filter for Phenol - Krummrich.
 - c. Convert AMS to Cumene - Chocolate Bayou.
 - d. Expand TBAmine - Texas City.
 - e. Aroclor Finished Goods Handling - Anniston.
 - f. Hooker Cells Debottleneck - Krummrich.
 - g. Hydrogen Facilities - Krummrich.
 - h. PNP Expansion - Anniston.
 - i. Pressure Sulfonation in Phenol - Krummrich.
 - j. Chlorine Expansion - Point Comfort or Krummrich.
 - k. New PNA Process - Krummrich or Delaware River.