

11 Key Account Review, continued

Western Region, continued

USS-Gary - \$104,000 down on hot tops; \$12,000 up on C&A products. 60% reduction in steel. Two new BEU approved with truckload order. Testing DESULFEX this week. KORON test for stools as soon as business picks up. Gary wants Exo hot top.

Inland - \$88,000 over forecast; plus record month in May; \$30,000 over in C&A due to slow moving of GARNEX system. Excellent backup from Chicago Plant. Still have FERRUX problem with smoke. Tested 770 FERRUX, looks good. DESULFEX test unsatisfactory-cannot be put on bottom of ladle.

Wisconsin Steel - over \$26,000 in hot tops; \$16,000 over in C&A, all GARNEX. Quite a slow down - 10 out of 21 turns down. Closed one week in June. DESULFEX pitch this week and low price FERRUX. Still need asbestos free successful recipe.

YS&T - \$30,000 down in hot tops and \$68,000 down in C&A due to KORON forecast. Open hearth down three months. TEEBRIX being presented; testing DESULFEX 120 and 150.

Laclede - down \$22,000 in hot tops; need 4-pc. hot tops here. Tool has been on list for sometime. Some scheduling problems with Cuyahoga Pattern. Mr. Vandemark voiced concern with the tooling setup from design forward and Dr. Phoenix reported Cuyahoga Pattern is not settled yet; still hiring and training personnel.

Republic Steel - over \$136,000 and \$6,000 down in C&A. Order book full for June and July. Have 87 seal-on castings now; 9 due in June.

Interlake - Down \$10,000. Problems due to asbestos-free boards. Test slow due to no orders. TEEBRIX will be introduced in the future.

Keystone - Down \$43,200; C&A slow GARNEX progress. Slow on steel orders. Will be down July 27 to August 11. Need quote on a 4-pc. TEEBRIX presentation made - not too promising.

Finkl - On forecast. Testing KALMIREX.

Armco E.C. - \$20,000 below forecast. Last carload of 8-pc. shipping June - \$22,000. Request for 4-pc. - 2/26/75; wood mock-up tested 4/29/75. Have tooling order at FOSECO. Will try GARNEX in spring 1977.

Tennessee-Rampart - down \$3000 low production. DESULFEX trial. Need GARNEX quote.

Iowa Steel - GARNEX sales call scheduled second week of June.

PLAINTIFF'S
EXHIBIT

POS-745

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II Key Account Review, continued

Pacific District

CF&I - looks like we have lost hot top business due to dusting boards. GARNEX should come on stream in October; \$42,000 a month.

Armco-Houston - new price and new approach working on this week.

Kaiser - Over \$86,000 and over \$34,000 C&A; mill cutting back from 5 to 3 furnaces until 4th quarter. STRIM sales holding fine. Gunning soaking pits.

USS-Geneva - over \$115,000 and down \$37,000 in C&A; looks like this production will hold.

USS-Torrance - down \$43,000 C&A. GARNEX program back on and it looks good.

Mr. Bernardi stated we're in the process of using 5771 recipe because of better contribution. Inland Steel side boards. Designing and testing in Exo for Sparrows Pt. USS-Gary - Exo or Feedex. Asbestos-free ring trial at Great Lakes.

Dr. Phoenix asked if we can't make a recipe to feed injection machine; 5672P, Mr. Wood said is the answer; however, according to Mr. Marino there is a scheduling problem and time constraint in accomplishing testing.

Dr. Phoenix would like to see the worst of the Cleveland machines used for rebuild and conversion. Two plants should not have similar machinery and not utilizing well. Dr. Phoenix also asked if there was a real technical problem in cold patching. Mr. Vandemark said no, according to England. Since there is no problem, this method could be used on the 685's.

III C & A Report

Set another record in May; makes fifth month out of nine record has been set in sales. GARNEX may not meet forecast only because the accounts in production will not be shipping the amount of Concast steel. Nine accounts in trial and three to start up. Manufacturing for Mt. Braddock Plant is not yet firmed up.

TEEBRIX - five running accounts in Eastern Region. Quality problems seem to be solved. Sales for 1975 can easily be \$500,000 this year; \$400,000 in re-budget. 87 trials this year--scheduled about one half.

DESULFEX selling at a rate close to a million dollars a year. A lot of credit due to salesmen in field. Dr. Phoenix asked if anyone has tried fluorspar fines in DESULFEX. Messrs. Driscoll, Leonard and Powless are doing some testing on it. Mr. Vandemark will check on it. Cleveland Flux getting good quality fines. Most manufacturing problems solved pretty well due to building of inventory.

Coatings 20% off of our forecast--lost a couple key accounts.