PLAINTIFF'S EXHIBIT FOS-265

COMMERCIAL DEVELOPMENT MEETING

DECEMBER 3, 1973

Present: H. D. Shephard
G. Fenton
A. C. Santighian
W. C. Fletcher

Require asbestos-free 699 Ring for Fairless on next run of that hot top.

We have report from Sales that the Great Lakes S-0 Ring in this recipe works fine in mill. Will test again next run. We need test in EP-5465 in K-4 machine for Copperweld.

USS-Fairless

Boards asbestos-free.

Ring to be tested on the next manufacturing run.

Kaiser

Asbestos-free to be tested next production run.

AGS following up on scheduling.

GF and WCF to get together to discuss what hot tops will be tested.

Armco-Ashland

Already in 5465.

Dust problem to improve after December 15th when U.F. Liquid Resin is used. At present, problem is better than before when we were getting major complaints.

Aim for smoother boards.

Armco-Middletown

100% converted to EP-5465.

No complaints as long as material is properly formulated. Misformulation or old material.

Tony Dodson is aware of all material recipes and is going to try to work them off as soon as possible.

Copperweld

Machine is modified, but still have problems.

Last run with X-4 was disaster, absolute failure, week-end of December 1st. 4-Cavity Tool.

Great Lakes

Next Seal-On production will be made in XS-1560C which was apparently successful on the first test in the mill.

Republic-Warren

Still awaiting templates for shaped boards to be made in EP-5465 instead of Proflex.

USS- Ohio Works

Virtually all Proflex.

EP-1563 Proflex boards on next run.

Wisconsin

AGS to follow up on asbestos-free problem with top. Recipe EP-5296. 100% asbestos-free.

Inland

Waiting for Proflex board.
Making boards in Chicago.
Schedule run on 326, schedule boards on Super 'G' and ring on #7.
Boards made of EP-5465. Ring XS-1560C.

Interlake

We need to convert the following hot top numbers to 5465: 637, 866, 730.

730-29x30 is apparently dead. 500 sets in stock (poor condition).
WCF to make inquiries on 730 stock.
Forecast for 1974 - 102.
Forecast for 1973 - 300.

Y.S.&T. - Indiana Harbor

Have shipped trial truckload quantity of 777 boards EP-5465, ring made in standard recipe in Chicago. Bar mill down. Boards made on MK-3. All future BED board orders will be made in EP-5465.

J&L-Aliquippa

Mr. Kelsey is saying that by January 1st he wants asbestos-free. We need asbestos-free ring. No more problems with 684.

Universal and Ferro after insert and ring business.

Trial run of boards out of 5465 and ring out of XS-1560C.

GF to follow up on up-to-date list on all hot top units being made in asbestos-free material in production.

USS-Homestead

Need volatile content of our boards on Profax 31. (boards were boiling).

Ford

Need asbestos-free Proflex.

Ferro is out, Universal and Foseco to share business.
Must make boards in Chicago to make profit on this account.

Republic-Cleveland

60" BED Ferro tested on.

Sharon Steel

HDW, D. Gregan and Thebo should be advised that 454 grooves is not practical. Hand grooves will increase price of hot top $1.00.

Lorain

The new Chicago tool is back in Cleveland for decision on size change, this to be made following discussion between GF, RTC, ME and WCF.

Burns Harbor

Still waiting for result of trial.

Interlake

Corner posts falling apart. We need to improve quality of our corner posts.

Babcock & Wilcox

Suggest that date be made to contact Peter Kirchhoff before S-O decision is made.

USS-Duquesne

604 bad boards. WCF to check.

C O M P L A I N T S

It is essential that product quality complaints be accompanied by label information or label itself.

N. D. Wilcox

Received report December 3 dated November 11th stating that B. Coates of Homestead would be visiting our plant. Coates apparently visited our plant with J. Bartholemew on Friday, 11:30 am. Apparently nobody in SMPD was informed he was coming. In the future, please contact G. Fenton or H. D. Shephard on all plant visits.

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