

MONTHLY REPORT

MONTH: November, 1975

1. FINANCIAL SUMMARY

a. Results

	<u>Month</u>			<u>YTD</u>		
	<u>Actual</u>	<u>Budget</u>	<u>Var.%</u>	<u>Actual</u>	<u>Budget</u>	<u>Var.%</u>
<u>*Total</u>						
Sales	866.9	1682.1	(48.5)	11,321.5	15,808.1	(28.4)
Contribution	193.6	405.3	(52.3)	2768.4	3822.7	(27.6)
Contribution %	22.3	24.1	-	24.5	24.2	-
<u>Hot Tops BEU</u>						
Sales	559.0	1042.3	(46.4)	6608.3	9773.8	(32.4)
Contribution	83.7	226.0	(63.0)	1324.4	2093.9	(36.8)
Contribution %	14.9	21.6	-	20.0	21.4	-
<u>Hot Tops BED</u>						
Sales	233.4	443.0	(47.3)	3233.0	4477.5	(27.8)
Contribution	81.0	145.5	(44.3)	1077.1	1471.4	(26.8)
Contribution%	34.7	32.8	-	33.3	32.9	-
<u>H'ware & Cast.</u>						
Sales	74.5	196.8	(62.1)	1480.2	1556.8	(4.9)
Contribution	28.9	33.8	(14.5)	366.9	257.4	(42.5)
Contribution%	38.8	17.2	-	24.8	16.5	-

* Note: Specialty Steel items, Premix, Adhesive, and Miscellaneous are excluded.

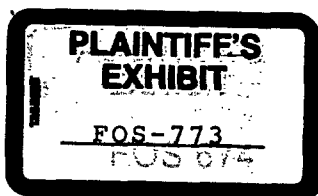
b. Discussion

One item shows an improvement against budget compared with the end of October, but the remainder continue to show more unfavorable variances towards the end of the current year.

2. PROJECT PROGRESS

a. Asbestos-Free Conversion Program1) Objectives, Scope, and Potential Impact

Eliminate asbestos and develop asbestos-free recipes.
(Origin January, 1975)



2478

430

2) Project Status

#685 - Copperweld - Although problems exist for reasons other than recipe, this item is now asbestos free and will no longer be reported in this section (see also item (d)).

#800 etc. for Kaiser - Brent Nielsen reports that official Kaiser approval of EP 5672P is expected any day now that their testing is almost complete.

Seal-on rings - No progress has been made on the Mark IV with either the asbestos-free recipe or the injection system. Reason: "no available production time for testing".

3) Proposed Action

Follow up on Kaiser tests and push for asbestos-free rings.

b. New Seal-On Programs

1) Objectives, Scope and Potential Impact

To design, plan and followup the various Seal-On Programs.
(Origin January, 1975)

2) Project Status

#737 - 33" sq. Bethlehem-Lackawanna - Sales reports are satisfactory; this project development is complete.

#1115 - 27 x 44 J & L Warren - We have a T/L order for #766 Seal-On, previously used at J & L Pittsburgh and now temporarily replacing the #1115 at Warren due to the J & L change in order pattern.

1102 38 x 45 - J & L Cleveland. Castings are showing corner cracks believed due to the sharp corner radius resulting from the flat board design.

#676 - 34 x 80 - J & L Cleveland. The ring revision is working well. More #432 castings for the 33 x 74 (#820) design are being ordered by J & L.

#455 - 37 x 48 Bethlehem Burns Harbor. Excellent results are reported on this system and we look for further orders.

#735 - 29 x 61 - Bethlehem-Johnstown. No further complaints since the larger boards were introduced.

#236 - 29 x 35 U.S.S. Duesquene. While the test quantity was satisfactory, it was not better than the competition.