

COMMERCIAL DEVELOPMENT DEPARTMENT

SUMMARY MARCH - APRIL 1972

Materials Development

Insulators continued difficulties in maintaining compressibility in production runs of Proflex® necessitated considerable effort being expended. Several modifications have been tried and samples are being evaluated in the field. However, it is obvious that unless production variables can be controlled, any formulation will give hard rings on occasion..

Work to lower potential health hazards stemming from Profax® and Proflex® use continued. Promising results were obtained with some low asbestos formulations but to date this material has not been able to be eliminated. Request for assistance has been made to F.I.L.

Hot Topping Compounds

Formulations for lower smoke compounds have been investigated. Results confirm that the introduction of expandable graphite will lower the smoke level considerably. A modified Ferrux 270 looks particularly promising where a high heat output is required. Samples are currently being tested in two customer plants.

Twenty competitive hot topping compounds were examined and suggestions made to the sales force on how to sell a Foseco, Inc. alternative.

Packaging

Complaints arising from Ferrux® bag breakage were noted to be on the increase during March and April. Comparison of samples of our bags and those of our competition indicated that the competitors tended to use higher yield point and breaking strength materials. A proposal to improve our bag quality has been made.

Design

Several new designs for Seal-On® hot tops were completed. Significant among these is the 733 for U.S. Steel, Homestead which will cover both the 30 X 72 and 32 X 60 inch molds.

A pick up in the requests for B.E.D. systems were apparent, a total of ? new designs being requested.

Sales Improvement

An attempt has been made to augment the sales effort by assigning a member of the department to full time work in the field. The initial assignment given him has been to improve Ferrux sales in the Chicago area. As a result of his efforts, six full presentations of our wares have been made to groups

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3. 685 4-CAVITY TOOL SYSTEM

Jib Crane was installed for K-4 Machine. Tool requirements and dryer design has not been finalized by Tooling Department. If new dryer grab is required, minimum lead time for installation is six weeks.

4. ASBESTOS FREE RECIPES (1-107)

A task force has been established for the purpose of developing an asbestos-free profax recipe compatible with the existing production equipment. Numerous meetings and machine trials have taken place regarding this development.

Solids settle out in the blow tank and the machine form tank. A 'pre-filter' is not being built up on the screening surfaces during forming. Thus, the fine particles pass through the screen and eventually plug the tool. After eight hours of operation, the blow tank is plugged and no water flows out the dewatering channels of the bottom tool. Normally 25% of the water is discharged through the bottom tool.

New recipes are being established for immediate trials to possibly eliminate the settling out problem and establish a 'pre-filter' on the tool screen.

5. K-4 MACHINE - CHICAGO (P-109)

The holding tank was designed, detailed and submitted for quotation. A meeting was held with Chicago manufacturing personnel to discuss the layout of the K-4 Machine. Layout drawings were changed to reflect the desired changes. A Capital Appropriation was written for allocation of money. The project has been delayed pending project approval.

6. DUST COLLECTOR - CHICAGO (23-M-030)

A meeting has been set up for May 10 and 11 with Frank Walsh and Chicago personnel to finalize the location and configuration of the equipment to be supplied. Dimensional checks will also be made at this time to insure proper fit of the duct work to be supplied.

7. MACHINE STUDY - PHASE I (P-107)

The equipment has been studied from two points of view. These areas of evaluation are as follows:

1. Physical evaluation on plant site.
2. Past performance using data gathered from several sources.

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PLAINTIFF'S
EXHIBIT

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