2. Ferrux 770

After initial preliminary success customer has decided that he does not want to enter into an extended trial due to the cost and long period of time needed for the total evaluation (3-4 months for magnetics, etc.).

3. Heading

As previously reported, we have lost considerable business due to our high pricing structure. Customer has requested repeatedly for us to reduce our prices so that he can better justify giving Foseco some business. We believe that if our prices are adjusted enough we can command the major percentage.

C. Babcock and Wilcox

1. Stelorex EP5255

After making contact in February, we have failed to make contact since due to the various tests and otherproblems in the Pittsburgh Area.

2. Ferrux 107

Same as above. Contact will be made in June to re-establish customer relationship.

D. Bethlehem, Johnstown

1. Insitu

After several tests the asbestos free premix program has still not been completely successful. Efforts continue to be spent on developing a suitable product.

2. 735 Seal-On

We have been advised that due to an extreme price difference ($3/top) we will no longer participate in supplying this product. If we can reduce our pricing, we will then again participate.

continued

PLAINTIFF'S EXHIBIT
FOS-742

E. Bethlehem Lackawanna

1. 737 Seal-On

Customer has temporarily stopped buying from us until we come in with a satisfactory asbestos free ring. This problem is being worked on and tests will be underway in the first week of June.

2. Desulfex 150S

Customer has promised us the 30,000 lb order. This evaluation will take place after the competitive evaluation which is underway presently.

F. Connors Steel

1. Kalmex 4836

Customer promised re-order of material but due to other pressing problems has been unable to move forward on the proc[illegible].

2. Tundish Covers

Customer has requested samples for test, we await the Insulation Division to move to get us these requested samples.

3. Garnex

Received tundish print on last call to this account. Customer has requested preliminary proposal for his tundish. Have forwarded this to Cleveland.

G. Crucible Midland continued

1. Garnex

Customer is redesigning his tundish and will consider retest with Garnex when this is complete and also when Foseco feels they have a product that will withstand corrosion problems encountered on last test.

continued

much lead time as possible so that we can cover manufacturing's but.

3. Koron

Test run with Koron 160 mold coating; initial results questionable, await direct roll results from both the Huntington and Burnaugh Plants.

J. J & L Aliquippa

1. Radex 410

Another winner. Customer has more than doubled ladle life and reduced the quality of refractories used and is saving a large amount of money. Product is now production, and growing.

2. Ferrux 290

Still await lab results. Have been pushing customer to get them but have been unsuccessful. Customer has ordered one pallet for inplant ingot test; they will commence in early June.

3. 24x33 BED

Customer still evaluating present practices to establish base of evaluation. Hopefully we will commence with this trial in June. Material is on hand for test.

4. Garnex

Made initial presentation to customer, he has agreed to a limited test as soon as we are capable of supplying a product.

5. 684 Seal-On

Have had considerable problems with the new asbestos free ring recipe. They are just not holding up under production conditions. QC has been advised, supposedly steps are being taken to improve this situation.

continued