



How about Amite?
Improvement

MINUTES

SMPD COMMERCIAL DEVELOPMENT MEETING

MAY 21, 1973

PALLET RETURN:

IC

J & L - Pitts. - Callahan to write letter - Need rush.

\$.85 working through Jenkins @ \$1.00 sorting - Poseco paying \$1.85/
total to Mt. Braddock to bring them back.

What is new secret pallet system?

Need status report on Copperweld cardboard free packaging.

FORECASTS:

1. Mold Surveys must be in.
2. 1973 Sales by product - take H. D. Shephards figures and convert to hot top - hardware - Ferrux.
3. 1974 and 1975 Total Year Figures.
4. Determin where products are to be manufactured so that machine capabilities can be determined.

JUSTIFICATION:

K-4 and Ferrux

Meeting with G. R. McNulty - What products are to be manufactured

K-4 Installation waiting for justification.

COST STUDIES:

Take top 10 accounts - review products - see where actual profits being made. G. Fenton to followup.

TOOLING REPORT:

IC
J A.

G. Fenton and F. Habeab to review and make sure priorities are correct.

PACKAGING:

The price for EP-5290
D. Profax 31

31-1
1-16/1
2-2

TC

Metal returnable bins for Ferrux to Middletown and Johnstown.

→ impractical bins.

A. SANTIGHIAN

WED. 669 one piece - asbestos free, EP-5290

5/30/73 we go!!

TUES. Mark III - Armo-Middletown - hot top # 341 & 342, EP-5290

WED. 685 Corrugated Machine - EP-5290

Monday 6/4/73

June 11,

June 6 - Warren - 571 and 572 1 pc - 2 weeks because Technical Dept. is under-staffed.

REP.-Warren - Need asbestos free and better product. If we go to harder board we will need template - additional packaging etc. or, throw paper into Proflex recipe as temporary measure.

FERRUX:

- Wed. → Seal-On-Rings 4600 7-10-73, XS 1500 G unit.
- Fri. → 572 7-10-73

A.S.

Need 107 with less smoke using low grade of ball mill dust. Expected week of May 21.

A.S.

Kalminex boards - big future - must continue developing. Neglected in past . . . future on big ingots.

Find out if Kalminex and Profax contaminate one another.

Wed. 6/1/73
on EAT

Ferrux 707

Ferrux 707 and also a new recipe at Inland. Need test results - Jim Moore and/or H. D. Shephard.

KALMINEX - XS 1525

A.S.

Under Development

Wed 6/12/73 on EAT

(5.6-4)
> 1.6
A/1/1/1

① X3562 supply →

① - Copperplate

⑤ - Aruco partial (injection)

② - Seal-On-Rings

④ - 2nd round Harbor

③ - Motion → Proflex → Friday

⑥ - Contour