

1966 OBJECTIVES

Plant Capacity

Objective:

Capacity exists to meet sales demands.

Goal:

No sales outages due to lack of capacity.

1966 Actions:

1. Plans and present appropriation request for BzCl expansion and quality improvement at Delaware River. By May 1966.
2. Evaluate batch vs. continuous DOP plant for Delaware River. Use in MAPP program to determine worth. If justified prepare project.
3. Evaluate place and process to expand TSA. Get project approval by 8-1.
4. Have plans formulated for Ethacol/Guaiacol/Ethavan expansions. Get projects approved this year.
5. Resolve phosphate ester expansion - - go or no go. Initiate MAPP program for phosphate esters. 1st quarter target.

Production Costs:

Objective:

Least cost manufacture.

Goal:

Realistic cost standards.

1966 Actions:

1. Push acceptance of new D/T program and use as base for 1967 standards. By September 1966.
2. Monitor use of cost control centers at JFQ. Decide whether to expand. By September 1966.
3. Use performance variance analysis to improve either performance or 1967 standards. Continuing.

Goal:

Cost Improvement programs are active and receive emphasis.

1966 Actions:

1. Determine that TSD programs are in agreement with plant CIP. PIP's and CIP's should not conflict. Continuing.

DSW 551765

STLCOPCB4090182

Product Quality

Objective:

Fully competitive products.

Goal:

No loss of sales due to quality.

1966 Actions:

1. Resolve Adipic quality problem with Witco and Mobay. Scope and get project approved and underway for quality and yield improvement at Luling. By mid-year 1966.
2. Efforts continue to solve Maleic color stability problems.
3. We achieve a salable product form for cyclamates.

Appropriation Requests

Objective:

Spend divisional allotment wisely.

Goal:

Number of verbal approval expenditures are at a minimum.

1966 Action:

1. Have no more than \$20,000 at a time not covered by an approved request.

Goal:

Manufacturing cost estimates are realistic.

1966 Action:

1. No project goes across the street without TPM approval of cost.

Technical Guidance

Objective:

TSD \$ and effort return are maximized.

Goal:

Process Improvement Plans developed and implemented for all major products.

1966 Actions:

1. At J.F. Queeny, push for at least 8 more. Plant will be 90% covered then. By year-end.
2. At Everett - All are issued. Guide efforts to improve quality.
3. Hold research review at Luling. By mid-year.
4. At Long Beach - formalize current program. By mid-year.

DSW/554766

Goal:

Application of TSD and plant process research to improvement is emphasized.

1966 Actions:

1. Coordinate integration of TSD and PPR programs. Use process reviews and PIP reviews to ascertain degree of integration. By year-end.
2. Request, review and approve preparation of long range department improvement plans for TSD and PPR groups at Queeny, Everett and Delaware River. June target.

Relationships

Objective:

Harmonious and productive.

1966 Actions:

1. Attempt to spend less time with Product Directors and still maintain excellent working relationships.
2. Make more frequent visits to Everett and Delaware River - TSD Departments are growing and need more guidance.
3. Impose manufacturing influence earlier in product development and pricing.

General

1966 Actions:

Get more knowledgeable in field of air and stream pollution. Review plant programs in this area. Recommend staffing and programs to cope adequately with problems. By year-end.

DSW 551767