

COMMERCIAL DEVELOPMENT MEETING

April 15, 1974



Present: H. D. Shephard
Geoff Fenton
W. C. Fletcher
A. Santighian ✓
S. Cinke
D. J. Anderson
A. D. Dodson

The group was informed of Mr. D. Marino's new responsibility as general coordinator of programs designed to combat the various problems of raw materials for heading products.

Profax 2000

G. Fenton reported new recipe worked well at J & L-Aliquippa. A. Santighian stated that recipe cannot yet be considered finalized for production. Mr. Anderson concurred, mentioning the need for further work on the binder-system. He recommended a further half-heat trial before the Engineering Department begins designing production (or semi-production) equipment.

A brief discussion was held with regards to development of a "cold-set" type Profax.

It was generally agreed that for the time being, the Profax 2000 program should be directed specifically toward increasing ring capacity by providing a product suited to accounts which can tolerate a hard material because of good mold quality, such as J & L-Aliquippa, thereby reducing demands on existing equipment. In the meantime, steps will continue to be taken to improve productivity of the Mark IV machine and #7 machine in Chicago by use of injection tools.

Asbestos-Free Recipes

Seal-on one-piece tops for Sharon Steel, #454, #455, and #471, must be asbestos-free starting this week. H. Shephard is to send a memo to P. Partington today.

S. Cinke says that capital appropriation requests for equipment modifications for asbestos-free products and productivity increases will be signed by P. Partington this Wednesday, April 17.

Remaining asbestos-free recipe and binder change discussion left for emergency meeting to be held later this morning with production personnel.

A handwritten signature in dark ink, appearing to read "A. D. Dodson".

A. D. Dodson

ADD/mf/410

CC: W. J. Vandemark