



COMMERCIAL DEVELOPMENT MEETING

SEPT. 17, 1973

MINUTES

Present: G. Fenton
W. C. Fletcher
A. Santighian

BETHLEHEM-SPARROWS PT.

1. McConnell

Kalminex 33X40 - first results poor, attributed to insufficient pour height. Will repeat test, pouring higher.

BETHLEHEM-BETHLEHEM

30" round Seal-On --- no decision yet by customer.

HARRISBURG STEEL

Either recipe acceptable to Sales.

U.S.S.-FAIRLESS

2. McConnell

New 699 boards in mill, will be tested this week.

LUKENS

Customer shows little interest in Profax against low Tiger cost. As Burns Harbor develops, experience might prove useful at Lukens - Brian McConnell to contact J. A. Moore.

3. Fenton
4. A. Lacjak

ALLEGHENY LUDLUM-BRACKENRIDGE

Meeting held, new text agreed on 26X44 B.E.D. Test tops required as soon as possible.

EDGEWATER

Test tops in EP 5453A ran successfully, can be used in production (F.A.Habeeb note - this is asbestos free - price increase?)

J&L-PITTSBURGH

We are running one month as 100% supplier so that customer can evaluate seal leaks.

SHARON

. A. Habeeb Shipping rack situation still not resolved.

COPPERWELD

. C. Fletcher S I T U A T I O N C R I T I C A L ----- Cutbacks now very high owing to "elephant ears". We have many boards formed asymmetrically which accentuate the problem. W. C. Fletcher will visit.

. Santighian New recipes - E.P. 5452A showed some boiling - E.P. 5465 worked well on first tests.

.D. Wright Management change not to our favor - have already called in other
. Thebo suppliers for new ideas. We must follow closely.

CONTINENTAL

.Fenton Five in storage area led to request for CSHA details and data on
. Santighian combustion products.. Letter required.

REPUBLIC-WARREN

. Santighian Insul now out totally, Ferro and Thermex sharing.
We have one more shot in October - must have good recipe.

OHIO WORKS

. Fenton Test tops for 19X22 ready next week. Sizes determined for 23X25
. Lacjak and 24X29.

LORAIN

. C. Fletcher Complaints of theirs, poor quality boards.

ARMCO-MIDDLETOWN

. C. Fletcher Will change to E.P. 5465 when RM's available -
. Santighian meanwhile E.P. 5452.

ARMCO-K.C.

. D. Schmidt 2nd carload shipped. Awaiting feedback on fit of 3 special sets.
. Holbrook

REPUBLIC-CHICAGO

. Levicki Double wiper strip design has to be resolved satisfactorily.

U.S.S.-GARY

G. Fenton
F. A. Habeeb

Quotes needed on B.E.U. sizes and re-quotes on 24X36 and
32X32 B.E.D.

BETHLEHEM-BURNS HARBOR

B.E.D. tests continuing satisfactorily. Ferrux participation
increasing. Have sample of RM 531A Ferrux.

INLAND

A. Santighian

We should supply asbestos-free as soon as possible. Ferro already
doing so. Have sample of RM 531A Ferrux.

U.S.S.-SOUTH

C.J.Holley

Need status report on B.E.D. tests.

WISCONSIN

Participation increasing, 30 more castings ordered.

Y.S.T.-INDIANA HARBOR

G. Fenton
R. Lacjak

Boards for 25X30 B.E.D. and Ferro 30X30 B.E.U. due to ship
next week.

G. Fenton

GF/cel