

MONTHLY MANUFACTURING REPORT

SEPTEMBER 1975

1. FINANCIAL SUMMARY

a. Results

	<u>Inter-Co.</u>	<u>Trade</u>	<u>Total</u>
Plant Sales August	\$ 211,000	\$ 118,000	\$ 329,000
Plant Sales Sept.	195,000	131,000	326,000
Plant Sales YTD	\$1,911,000	\$1,093,000	\$3,004,000

b. Discussion

September sales were off only slightly from August but a flurry at month end caused the plant to be scheduled back on a three shift operation. Hopefully the trend of increased business will continue.

2. FUTURE VARIANCES

a. Recipe

EP 3502B recipe for FPD has replaced EP 3402B. We are thus RM 265A free on FPD KALMINEX. EP 4600D for Specialty Steel has not been trialed as yet. Samples have been made to trial for over 2 months.

b. OSHA

Air samplings done by OSHA have not as yet been received and our dust control program is on Hold until we obtain these results.

c. Foseco Trucking

Savings for the month were \$11,457.45. 63 truck loads or 81% of total shipments were hauled by our trucks. Cost per mile was reduced from \$.656 to \$.633 per mile. This was the fourth straight month that cost per mile has been reduced. Accumulated savings for 1975 are \$89,907.77 for an average of \$9,989.75 per month. Average cost thus far is \$.689 per mile.

d. Quality ControlExothermics

Reports on the special OOP-309 plugs were incomplete. No in process uses were undertaken due to poor mold conditions, but Lab tests -



2932

115

II MAJOR PROJECT PROGRESS

A. Asbestos-Free Conversion Program

1. Objectives, Scope, and Potential Impact

Eliminate asbestos and develop asbestos-free recipes.
(Origin January, 1975)

2. Project Status

#685 - Copperweld - To meet the requirement of a harder board a new recipe is being supplied. EP 5273 has replaced EP 5672P; both are asbestos-free.

#800, etc. for Kaiser - No change here. We must still supply asbestos-bearing PROFAX 10 until Kaiser tests on EP 5672P are completed. Brent Nielsen is pushing the latter.

Seal-On Rings - In spite of further tests with EP 5771 and the Mark IV injection tool, we still are unable to produce satisfactory asbestos-free rings.

3. Proposed Action

Continue testing to produce rings in asbestos-free recipes.

B. New Seal-On Programs

1. Objectives, Scope and Potential Impact

To design, plan and follow-up the various Seal-On Programs.
(Origin January, 1975)

2. Project Status

#737 - 33" sq. Bethlehem-Lackawanna - now under control, with seal leaks reduced to 3% from the previous 10%.

#1115 - 27 x 44 J & L - Warren - was promising until the mill demand fell for lack of orders in these sizes. The #766 Seal-On previously used at J & L - Pittsburgh is being tried for bar orders.

#1102 - 38 x 45 J & L - Cleveland - Apart from a modification to future casting design, which is under consideration, this program proceeds well

#455 - 37 x 48 - Bethlehem-Burns Harbor - The third casting is in and testing is in progress.

#735 - 29 x 61 - Bethlehem-Johnstown - Further problems with board fit were traced to old inventory material. Clips were used to effect a temporary solution.

#236 - 29 x 35 - U.S.S. - Duquesne - Awaiting results of recent production tests.

#757 - 30 x 56 - Kaiser - This new Seal-On needs to be quoted again to include casting cost.

3. Proposed Action

Support sales in efforts to minimize product quality complaints and to increase participation.

C. DESULFEX Market Development

1. Objective, Scope and Potential Impact

Market DESULFEX 150 for steel ladle desulfurization with sales of \$100,000 per month the first objective.

2. Project Status

DESULFEX 150 sold to nine accounts and DESULFEX 75 A to one account during the month. (C.F.&I. \$24,300), J & L Aliquippa (\$21,000) and U S. Steel- Geneva (\$16,800) being the largest accounts. Initial sales made to Republic-Warren (\$5,000) and J & L - Warren (\$1,400) during the month. Also, initial trial heats made successfully at Armco-Kansas City and Republic - Warren.

3. Proposed Action

Initiate testing at J & L - Warren, Armco - Sand Springs and Wisconsin.

D. GARNEX Production Planning

1. Objectives, Scope, and Potential Impact

Definition of GARNEX production equipment available testing K 4, Mark 11 and Super Sam produced GARNEX. Potential impact \$60,000 per month additional sales. (Defined in Sept. '74 report)

2. Project Status

Super Sam produced GARNEX was definitely unsatisfactory as the 75 set order at Mac was rejected at the customers plant. A reassessment of manufacturing a 69" side boards is needed.

Debugging of PIM 2 still incomplete. Product quality shows considerable variance.

3. Proposed Action

Continue debugging phase of PIM 2 at Chicago Plant. Investigate vacuum table GARNEX production as soon as possible.

3. PROJECT PROGRESS

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3. PROJECT PROGRESS, continued

e. Yield Loss Problems at Interlake, Riverdale

1) Objectives, Scope and Potential Impact

To investigate the reason for low yields when using the #866 hot top and to regain approval of our product.

2) Project Status

Failure to meet the required yield results in the final stages has lost the battle for re-approval. Interlake has requested an alternative one-piece design and this is presently under consideration.

3) Proposed Action

Follow up on alternatives to regain the 26 x 29 business.

f. C.F.&I. #139 - Dusty Board Problem

1) Objectives, Scope and Potential Impact

To manufacture, package and ship supplies to Pueblo, Colorado so that dust is minimized. To regain this business.

2) Project Status

No change in this account situation. We continue efforts to reduce dust on the boards.

3) Proposed Action

Follow up to get further orders.

g. Inco - Hot Tops for Flux Casting

1) Objectives, Scope and Potential Impact

To minimize the erosion of the hot top by the molten slag and eliminate piped ingots.

2) Project Status

Asbestos-free Proflex in EP 5771 is still used for this account, but a complaint of piped ingots has been received and sales is investigating further.

3) Proposed Action

Follow up with Sales on piping complaint.

W. C. Fletcher

2. FUTURE VARIANCES, continued

e. Specialty Steel

The apparent initial acceptance and success of the C Framewrap-up product for Allegheny-Ludlum, Watervliet, Colt-Crucible and Carpenter-Reading will help in attainment of the 1976 budget for this division.

3. PROJECT PROGRESS

a. Bethlehem Steel - Bethlehem, Pa.

1) TEEBRIX

Both Nalco and FOSECO are not showing well. We will attempt to rerun the trial with better insert material.

b. New Jersey Steel

1) GARNEX

Operating and Purchasing have agreed to a ten-heat trial. Will be run after the first of the year.

c. Armco-Ashland

1) DESULFEX 150

Metallurgy has indicated material is not of value. We must attempt to get a re-test with our personnel there.

2) FERRUX 770

Judged as not economically of value at 50% application. This being investigated by product management.

d. Armco - Butler

1) GARNEX

Ten heat trial to be run beginning December 2.

e. Bethlehem - Johnstown

1) Premix

OSHA is forcing Mt. Braddock Plant to apply asbestos-hazard labels to Premix. This is being worked out with Johnstown management.

2) Hot Topping

We must get a test in on FERRUX 290.