Meeting 3/20 —
This

Hampton-Decorative Mi
422-6320
March 16, 1972
Subject: Special Asbestos Mica
Order for U. S. Plywo

HAMPTON WORKS

Mr. S. E. Palazzolo
Mr. B. M. Seago
Mr. R. M. Unser

1. [illegible] press Coad / Skid
2. Suggested we push PFR material instead of regular asbestos.

cc: Hampton - Mr. L. M. Smith/Mr. G. T. Laney.
cc: Edison - Mr. V. P. McGeen

Sam and Boyce, this is so you can get something started on this prior to the time we can get together on it the week of 3/27/72; the others already know about it and have started. I'm purposely going to be vague about some of the details because, with the ticklish commercial problems involved, the fewer who know anything about it the better.

Dick Dement is going to be here sometime the week of March 27 to give us some additional details and get our final rock bottom price on a one-shot purchase contract for a huge amount of asbestos Micarta to U.L. and U. S. Coast Guard standards. Current pricing levels of $.395 - $.42 per sq. ft. will not do it and there will be no point in quoting. As an example of the kind of reduction that is needed to get the business, Setter Bros. at Cattaraugus, New York, who will lay-up the panels, has been able, through manufacturing cost reductions and one-shot material price reductions, to reduce their price by 50%. Unless we can reduce ours 20 - 30%, the whole thing will fall through.

The material is eight million square feet of U.L. labelled panelling, some two-sides and some one-side with a back. For estimating purposes, reduce that to about twelve million square feet for sure of faces and backs, probably eight million square feet of faces and four million square feet of backs. Two sizes: 36" by 90" and 48" by 90", about equally divided. Lo-Glare finish or similar (Dement believes Satin will cause too much scrap). Agn One or, at the most, two patterns. Ship in skid lots to Cattaraugus over a six-month period beginning either late 1972 or January, 1973. Inspection requirements will be the same as for any other shipboard business. We'll

L-4.

PLAINTIFF'S EXHIBIT WH-228

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have a firm purchase order for the total so that Mr. Unser can place orders for bulk purchases of the materials at, we assume, better than normal prices.

Boyce and Sam, please get your people started on identifying and costing every efficiency and improvement you can think of to get the cost down on the above lot of material. I presume you'll be including such obvious things as special size thin pressing plates, Siempelkamp molding, lower cost texturing sheets, end line inspection and packing, thin overlay and print, molding faces and backs together, different asbestos paper, printing our own paper, treating overlay and print together, treating the asbestos at a high speed on #4, reducing the amount of trim, etc., etc. Attached, to give you a start, are the ICS breakdowns on several typical asbestos Micarta grades as we would make them now. Please list all the savings you can make, list the equipment (press plates, cylinders, etc.) we have to buy and recalulate the ICS's of the above two items.

Let's meet 9 a.m. Thursday, March 23, to review progress.

D. E. Baldwin

D. E. Baldwin, General Manager
Decorative Micarta Division

Attachment

P.S. I just spoke to Dick Bement again and received some additional information on the patterns and colors: It won't be only one or two patterns but instead will be a mixture of solid colors and new (non-existing) abstract plus some specials which are completely unknown at this time. Bement is agreeable to restricting our quotation to solid colors and two-color prints which we can print ourselves and leave the specials (which could amount to 20% of the total) to be priced at our standard price or negotiated later depending on what's involved. So restrict your planning to solids and two-color abstracts printed on our own equipment.
D.E.B.

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[illegible]/11/72

81M26 FMR

of "Typical" [illegible]
[illegible]

	36 X 96 cut to 36 X 90			48 X 96 cut to 48 [illegible]		
	Matl	Labor	Overhead	Matl.	Labor	Overhe[illegible]
1 sht. 1H890	.140	.026	.060	.189	.027	.062
1 " 81M26	.857	.025	.059	1.029	.025	.060
8 " 5H687	2.248	.496	1.192	3.896	.512	1.224
1 " 30M3030	.259	—	—	.340	—	—
Mold		.492	.985		.492	.985
Saw & Sand		.025	.100		.025	.100
	3.504	1.064	2.396	5.454	1.081	2.431
Cut to Size		.054	.060		.054	.060
	3.504	1.118	2.456	5.454	1.135	2.491
Total Matl. Labor & Overhead	7.078			9.080		
Cost/Sq. Ft.	.295			.284		

Rock Maple
96M34 FMR

	36 X 96			48 X 96		
	Matl	Labor	Overhead	Matl	Labor	Overhe[illegible]
1 sht. 1H895	.194	.026	.059	.256	.027	.06[illegible]
1 " 96M34	.550	.025	.059	.664	.025	.060
8 " 5H687	2.248	.496	1.192	3.896	.512	1.224
1 " 30M3030	.259	—	—	.340	—	—
Mold		.492	.985		.492	.985
Saw & Sand		.025	.100		.025	.100
	3.251	1.064	2.395	5.156	1.081	2.43[illegible]
Cut to Size		.054	.060		.054	.06[illegible]
	3.251	1.118	2.455	5.156	1.135	2.49[illegible]
Total Matl. Labor & Overhead	6.824			8.781		
Cost/Sq. Ft.	.284			.274		

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L. B. production -

2 shifts/day 6 days/week 7 Lds/shift =

84 Lds/wk x 4 wks = 336 Lds/mo.

Av. Lds. Face Backs - Jan 78 17 Lds (act)

Feb 78 19 Lds (Act.)

336 Lds/mo max output - 18 Lds Face Backs = 318.

318 Lds = 109 (36 x 50) 109 Lds x 128 sht x 22.5 sq ft = 313,9

109 (48 x 50) 109 Lds x 128 sht x 30.0 sq ft = 418,5

Total sq ft asbestos/mo. 732,48

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CASES 3/18/92

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