

MONTHLY MANUFACTURING REPORT

OCTOBER 1975

1. FINANCIAL SUMMARY

a. Results

	<u>Inter-Co.</u>	<u>Trade</u>	<u>Total</u>
Plant Sales Sept.	\$ 195,000	\$ 131,000	\$ 326,000
Plant Sales Oct.	279,000	145,000	424,000
Plant Sales YTD	\$2,190,000	\$1,238,000	\$3,428,000

b. Discussion

Due partially to a longer month but also increased activity, sales were up 30% from September. The plant is running on a 3 shift schedule.

2. FUTURE VARIANCES

a. Recipe

The RM 265A free KALMINEX for Specialty Steel was trialed on 11-7-75 with good results. We have now made a full pallet of tops and await a trial. This is the last recipe that contains RM 265A. RM 319 and 319A have been completely eliminated.

b. OSHA

The results of the air samplings taken by OSHA have been received and we are under TLV on asbestos fibers. We are over TLV on silica and will be receiving a non-serious citation on that count. No serious citations were issued.

c. Foseco Trucking

Savings for the month were \$11,720.82. 72 truck loads or 80% of total shipments were hauled by our trucks. Cost per mile was reduced from \$.633 to \$.617 per mile. This was the fifth straight month that the cost per mile has been reduced. Accumulated savings for 1975 are \$101,628.59 for an average of \$10,163.00 per month. Average cost thus far is \$.681 per mile.

d. Quality ControlExothermics

No production problems were encountered except for the 1046 one-piece KADOL top. This can be overcome by using a template to check the KALMINEX sleeve (12 X 14 X 12) before backing with sand. Out of round pieces were determined as unacceptable by the customer, on initial trials.

PLAINTIFF'S
EXHIBIT

FOS-769

2451

429