FORMICA

Make the most of your drilling mud dollar . . . .Specify: 9/13/73

MONTELLO, INC.

SUPER VISBESTOS: "The instant asbestos." Just add water and drill.

HME ENERGIZER: Non-ionic, liquid homogenizer for all drilling fluids

PHENO SEAL: Superior laminated plastic bridging & loss return material

SUPERDRIL: Reduces torque . . . . controls shale . . .Reduces both API and elevated filtration losses

Check back of pad for your representatives name.

FORMICA

Formica -

1. Cover list of equip.

2. Market Size
   A. - Mesh spex. - (80 is less desired)
   B. - Pres. Cust. + Akron center.

3. Current pricing - dust

4. Muehlstein - St. Louis supplies such matl's (intermediate distrib.) - Have Akron, O. office - phone 836-9131

5. Over 350 "Rubber Goods, Molded" in Mac Rae's Blue Book. Over 500 in "Plastics, Molded".

DAYS
918 245-6661

NIGHTS
918 743-3105

P. O. BOX 130
SAND SPRINGS
OKLA. 74063

Mitch Morgan Formica
~~Mapco~~

Formica Corp. –

List (not enclosed)
Mail list. –

Market size for
minus 80 mesh

CK out St. Louis deal.

Get better handle on
current pricing
for mat'l. –

CK – variations –
in size particles

513 – 786-3294 pers.
786-3400

Muehlstein

Formica Dust - Crest -
(batts - 40# 32 sx)

1. 50# - 252 here.

2. Usage - Black - 15-20 M.
Crest → us figure new price.

- 80 (OK, but limited)
- 100 more readily disposable.

physicals look good. -

Gene says: would prefer - 100 mesh (more desirable)

6¢ FOB Cincy is Max. (most run 1-5¢)

If 100 mesh - was 8-10 M/mo.

15 - 20 M/mo. -

5-6¢

Wood flour is .0410
4.1¢/lb. + freight.

Freight was 5.39¢/lb.

(Bot. from Akron Chem.)
Akron area (big rubber molders)

"Hard rubber filler"

wheels, battery cases, etc.

Muehlstein - charged 7½¢ on black.

~~Jason Sykosky~~ 603-239-4221

Wood Flour, Inc.
1 Howard Street
Winchester, New Hampshire
Mr. Sykosky (Jason)

Mat'l $55.00/Ton = 2.75¢/lb.
frt. Ssp. to Winch. 5.90/CWT = 5.90¢/lb. (Hot-Truck deal)
8.65¢/lb., delvd-Feb., 72

Rail descr. is "Wood Flour"
Item 97100 - Tariff UFC 11
36,000# min.

$2.45/CWT Sspgs. to Winchester.

1. Market for consistent ~100 mesh formica flour? - Volume?

2. Pricing?

3. More desirable particle size?

Customer doesn't use it any more. - OSHA tough on dust

Out of it now and no thots of re-entry (two cars/day of wood flour -- might be receptive to proposal for an econ. formica dust -- as long as regrind. wasn't

Ken –

Derrick Screening Units
2 – $14,000

Dustex Bag collector $6200

Dustex Cyclone Cell $1100

GE Motor & Fan 40 HP $1300

Amplitrol Feeder $2700

$25,300

Waiting to hear from MEC
and Sprout Waldron

$$\begin{array}{r} 4.5 \\ 174\overline{)792.} \\ 696 \\ \hline 960 \\ 870 \end{array}$$

$$\begin{array}{r} 25,300 \\ 17,384 \\ \hline 7,916 \end{array}$$

NXZ=0FLO SAND

WU ISCS 2-155721E262 09/19/73
ICS IPMBNGZ CSP
 3142918000 TWX DELIVERY REQUESTED TDBN . . 09-19 1222P EST
TWX 9108403007 MONTELLO SAND
1-002428A262 MUNCY PA 09-19 NFT
MONTELLO INC
SAND SPRINGS OK
ATTENTION MR C F PETRI
RE YOUR TELEX OF 9-18
NEW 32" DOUBLE RUNNER ATTRITION MILL WITH ONE SET OF GRINDING
PLATES (MILL ONLY)
PRICE / FOB MUNCY, PENNSYLVANIA 9310.00 DOLLARS (2) 40 V-BELT
DRIVES
PRICE / FOB FACTORY MUNCY, PENNSYLVANIA 296.00 DOLLARS (2) 40
HP, 1800 RPM, 3/60/230/460 TEFC MOTORS
PRICE / FOB MUNCY 485.00 DOLLARS
ESTIMATED DELIVERY: 20 WEEKS
WE HAVE NO USED EQUIPMENT AVAILABLE. PLEASE CONFIRM MAILING
ADDRESS AND WE'LL BE GLAD TO CONFIRM PRICES BEST REGARDS
  BILL ENTERLINE SPRODRON

1223 EST

MONTELLO SAND

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Check back of pad for your representatives name

Miscellaneous piping, ductwork, sewing machines, screw conveyors, drives, electrical components and spare parts — #15,800.00

DAYS
918 245-6661

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SAND SPRINGS
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MONTELLO, INC.
LIST OF GRINDING EQUIPMENT
AS AT JUNE 30, 1973

Sprout Waldren, double runner attrition mill Model 32", Ser. No. 64-1939	$ 9,228.66
Derrick Screening Units - 2 ea. Model 36KE-440, Ser. Nos. 1826 and 1984	9,905.60
Dustex Bag Collector, Model RA-6-10, Ser. No. 837	4,194.52
MEC Hammer Mill with 150 HP drive - Model SNS01-D-1, Ser. No. 1082	5,955.05
Dustex Cyclone Cell, Model 44CVC, Ser No. 841	740.00
General Electric motor and fan, 40 HP. -TEFC, Ser. No. X-253975	537.17
AKM dust tight electrical control central, SN-N-10-400/58-U	2,356.87
Electrical wiring, motor controls, starters and overloads	6,249.15
Union Special pedestal mounted sewing machine with conveyer, Model 80600E	500.00
Union Special portable sewing machine, Model 2100	237.48
Unloading feeder table with motors and drag chains (to Montello specs)	3,487.79
Air separation and product handling piping and ductwork	1,715.00
Screw Conveyors (MEC) with drive motors 10" x 8', 10" x 10', 10" x 16', 8" x 11', 6" x 10'.	1,596.00
Steel Suspension structure for screening units cyclone, air handling and amplitrol feeder with bases	4,489.27
Tulsa Winch unloading winch with remote controls, MMM hoist, clutch assembly and drag line	1,397.33
Mill infeed structure to Montello specs	1,834.58
Vertical Bucket elevator cross-feed unit	1,693.85
Amplitrol feeder, Model 1880, SN-8575-P	2,007.00
Base Structure for MEC mill and unloading winch	1,188.73
Bemis bagging line with Union Special Model 80,600H heads, conveyors	2,300.00
Miscellaneous interconnecting equipment, drives and spare parts	4,000.00
Total cost of acquisition	$65,614.05

Car

September 20, 1973

Mr. Mitch Morgan
Formica Corporation
120 East 4th Street
Cincinnati, Ohio 45202

Dear Mr. Morgan:

Thank you for the phone call last week. We have at least some information on the questions raised during that conversation.

The list of equipment is enclosed for your consideration. We've taken the liberty of checking the current costs from the manufacturers on some of the items.

Explanation	Our Cost	Current Cost
2 Derrick Units	$ 9,985.60	$14,000.00
Dustex Collector	4,194.52	6,200.00
Dustex Cyclone	740.00	1,100.00
G.E. motor/fan	537.17	1,300.00
Amplitrol feeder	2,007.00	2,700.00
	$17,384.29	$25,300.00

This is probably typical of the other equipment and is pointed out only to show that a facility of this type would cost some 45% more than in 1965, if installed today. We've spoken to our two previous customers about market potential for the dust. Crest Incorporated of Tulsa molds various sizes of skate and caster wheels from hard rubber. Our contact is Mr. Gene Fulbright. Gene has indicated that their usage of a consistent, minus 100 mesh Formica dust would be 7 1/2 to 10 tons per month. Freight is a major cost in materials like this. Our freight cost on the scrap was about $25.00 per ton. Assuming a rate of even $40.00 per ton for the dust, Crest could pay $100.00 to as much as $120.00 per ton, FOB your Cincinnati plant.

COPY

Wood Flour, Inc. of Winchester, New Hampshire sells various extenders to their molded plastic customers. Our contact is Mr. Jason Sikoski. He tells us his customer for the Formica dust is no longer in business. Since his main interest is wood flour, he feels he would not need the material. Our records indicate that he paid $55.00 per ton when he needed it, but also paid a high $118.00 per ton freight on one occasion. Also, we should keep in mind that Jason was regrinding the material to his own specifications, after receiving the product from us. In our experience, this must have added $20.00 per ton to his costs. Although this customer may be lost, the figures add to our feel for the market.

These are the only two we've delt with directly, however the number of potential users is considerable. MacRae's Blue Book lists 350 companies in "Rubber Goods, Molded" and over 500 in "Plastics, Molded". A small sample of minus 100 mesh dust to each of them would surely uncover many prospective users. Crest, incidentally, has advised us that the market for the minus 80 mesh dust would be less extensive than for the minus 100 mesh.

We understand there are a great number of hard rubber molders in the Akron area. Your location would be favorable, since freight emerges as a major cost. Earlier, we mentioned a company in St. Louis that sells various extenders to molders. We suggested that they might be interested in providing you with intermediate distribution, in the event you wish to avoid selling direct to users in smaller lots. This arrangement would, of course, mean a lower price to you per ton, but it should be evaluated. That company is Muehlstein, Inc. They have a Akron office (tel. 836-9131), and you might wish to contact them.

We believe this touches on all the areas discussed with you earlier. Please let us know if we can be of further service.

Sincerely yours,

MONTELLO, INC.

Kenneth N. Campbell

KNC/wj

Enc. (1)

COPY

Formica Cor

August 30, 1973

Mr. Mitch Morgan
Formica Corporation
120 East 4th Street
Cincinnati, Ohio 45202

Dear Mr. Morgan:

Thank you for your letter of August 22, 1973, and your earlier telephoae call. Our plant equipment was designed and installed for the specific purpose of grinding, screening and bagging scrap formica. All of this equipment was new and first operated early in 1966, just over seven years ago. (A fire in 1965 completely destroyed the plant and equipment used prior to that time.) Since 1966, the equipment has been on a regular maintenance schedule, but has been used only sporadically, on an "as needed" basis. Actual grinding has averaged only about 20% of our single shift capability.

We are no longer grinding plastic laminates in our product line, and would be receptive to a reasonable offer for our equipment. The original cost of aquisition for the entire complex of machines was about $65,000. It has a present depreciated value on our books of about $40,000. (Now - [redacted]) 95M

There is a market for minus 80 mesh formica dust, and we would be happy to aquaint you with our past customers on the material. Our sales prices for the product ranged from $60.00 to $100.00 per ton, FOB our plant. Competitive materials are doubtless higher priced by now.

Our use of the coarser grinds of Formica was in the drilling industry. We are no longer in this business due to a failues of our relations with the man who owns the patent on the application. To our knowledge, no such product is now being supplied to the drilling industry, but the patentee is most difficult, and it's unlikely this situation will change.

In any case, our plant equipment certainly has the capability to reduce Formica scrap to a size which could be readily air handled and incinerated.

COPY

Sale of your output as a filler in plastic and hard rubber castings is also a definate possibility.

It would probably be impractical for us to buy and grind your scrap as in the past. From the standpoint of economics, it is much cheaper to grind at the point where scrap is generated. The freight alone on your scrap was costing about $25.00 per ton. This saving alone would substantially reduce the payout time for any equipment investment.

We are enclosing some photos of our equipment for your consideration. Also enclosed is a list of the units involved. We would be happy to have you or one of your staff visit our plant to discuss the possibilities further.

In closing, please pass on our warmest personal regards to Larry Baumgartner. Our relations with him were always marked by a spirit of friendly cooperation. We'll look forward to hearing from you.

Sincerely,

MONTELLO, INC.

Kenneth N. Campbell
President

KNC/wj

Enc. as stated

COPY

FORMICA CORPORATION

SUBSIDIARY OF CYANAMID

August 22, 1973

MONTELLO, INC.
P.O. Box 1046
Sand Springs, Oklahoma 74063

Attention: Mr. Kenneth N. Campbell

Dear Mr. Campbell:

I enjoyed talking to you about our problem of disposing of Formica scrap. I would like to summarize my understanding of our conversation and if you have any corrections please make them.

As I understand it your firm still has the machinery you used to process our scrap material. It is operational but you are not using it at the present time and you would consider selling the system to the Formica Corporation if we would like to entertain such an idea (photos and description of equipment is to be sent).

However for the present time it was decided that you would contact some firms with the possibility of using Formica scrap (ground-up) as an "extender" or "filler" in their products. If you could locate a market large enough you would consider taking our scrap laminate and processing it as you did in 1967. (The volume of our scrap would be much like it was then.)

I appreciate you taking the time to look into this matter. If I can help you in any way to check for a potential market please let me know.

Very truly yours,

FORMICA CORPORATION

Mitch Morgan
Environmental Control Engineer

MM/bh

*

9.228.66
4.875.31
4.194.52
3.883.00
740.00
537.17
1.879.30
2.356.87
3.487.79
3.527.41
1.193.10
1.693.85
5.030.29
2.007.00
Basic Machines 44.634.27*

1.715.00
523.00
498.00
192.75
5.692.77
200.00
575.00
37.48
556.38
1.188.73
1.648.50
12.827.61*
15,800.00

M-E-C COMPANY
BOX 330
NEODESHA, KANSAS 66757
PHONE 316 325-2673

September 21, 1973

Mr. Charles F. Petri
Montello
P. O. Box 130
Sand Springs, Oklahoma 74063

Re: Quotation M-E-C 30" Negative Hammermill

Dear Mr. Petri:

Thank you very much for your inquiry concerning the M-E-C 30" Negative Hammermill. Listed below is our price F.O.B. Neodesha, Kansas, for one unit plus some of the accessories we offer.

One HM1-D4, M-E-C Heavy Duty Negative Hammermill, 30-inches wide and 27-inch diameter grinding chamber with structural base; motor base for negative air system; one background screen; three grinding screens; eighty (80) statically balanced alloy tipped 1/4-inch hammers, and eight (8) hammer pins. $3,615.00

Accessories:

A.	125 H.P., 3600 RPM, TEFC motor	2,508.00
B.	150 H.P., 3600 RPM, TEFC motor	3,033.00
C.	200 H.P., 3600 RPM, TEFC motor	4,218.00
D.	Falk 80T20 coupling bored and keyed	148.00
E.	28-inch wide ultra power magnet, installed . .	470.00
F.	Inlet transition with material diverter valve	245.00
G.	Negative discharge transition	155.00

All motors 240/480 voltage, 3 phase, 60 Hertz, TEFC in new NEMA frames. Prices quoted for motors are F.O.B. shipping point.

I hope this letter is helpful to you in updating your replacement cards. I am sorry that I do not have any used equipment pricing for you at this time, but when I have a used 30" Hammermill available, you will get first consideration.

Sincerely,

D. W. Ivins

DWI:sp

cc: R. W. Fredrikson, Vice President - Sales, M-E-C Company
R. P. Closson, Pricing Manager, M-E-C Company
Roy A. Beeman, Regional Sales Manager, M-E-C Company