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New Developments, New Products, & Acquisition Program

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The attached list defines outstanding recommendations on my Marketing files for internal and external development. I have classified them in the following categories:

I  New Products or Services Related to the Industries We now Serve

II New Applications of Present Know-How or Related Know-How to any Industries

III
   a) New Products Unrelated to Our Present Know-How, Products, Services, or the Industries We now Serve
   b) Acquisitions

There are individual files in my office on each of the above proposed activities. It is my intent to turn items I, II, and III-a over to John McNaugher, and III-b over to the Boston Consulting Group.

WHH:jpk
Attachment—all copies
CURRENT CONSIDERATIONS FOR
NEW DEVELOPMENTS, NEW PRODUCTS, OR ACQUISITIONS

I

New Products or Services Related to the Industries We now Serve

- Pendulum Mill -- Sendzimir
- Forging Machines -- GFM
- Billet Classifier -- Schjelderups, Oslo, Norway
- Billet Grinder -- Centro Maskin-Sweden & Norton Co. -- Worcester
- Infrared Micrometers -- review status & justification
- Guides -- Aslow Engineering, Sheffield, England
- Consulting Service -- promote such projects as:
  - Brunswick Study in Oct. '65
  - J & L 14" Bar Mill Study in '68
  - J & L Bar Mill Hennepin Study in '65
  - J & L Rod Mill Study
  - STELCO Revamp #1 Rod Mill
  - Roblin Steel Study by Kaiser Engineers, etc.
- Controlled-Cooled Bars
- Ferrous Mini-Mill (small low-tonnage mill associated or not with continuous casting)
- Low-cost, Low-tonnage Copper Rod Mill
- Conventional Ferrous Bar Mills -- designs necessary to compete
- 3-High Breakdown Mills -- Ferrous & Nonferrous
- In-Line Coiler Spooler

II

New Applications of Present Know-How or Related Know-How to any Industries

- "No-Twist" Mill to serve automobile trim market
- Gear & Reducer Business

III

a) New Products Unrelated to Our Present Know-How, Products, Services, or the Industries We now Serve

- Folded-belt Conveyor, -- Alldredge & McCabe, Denver, Colo.

b) Acquisitions

- Hallden Machine Co., Thomaston, Conn.
- Fenn Manufacturing Co., Newington, Conn.
- Hyde Windlass Co., Bath, Maine
- Planet Products Co., Cincinnati, Ohio
- Aslow Engineering, Sheffield, England
- Lombard Corp., Youngstown, Ohio
- Torrington Bearing Co., Torrington, Conn.

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1 May '69