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July 2014

# New Developments, New Products, & Acquisition Program

W. H. Howard

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### Recommended Citation

Howard, W. H., "New Developments, New Products, & Acquisition Program" (2014). *Morgan Documents*. 89.  
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MORGAN CONSTRUCTION CO.  
ROLLING MILL DEPT. MEMORANDUM

TO: As Noted

DATE: 1 May 1969

FROM: W. H. Howard

SUBJECT: New Developments, New Products, & Acquisition Program

	ACT	INF
ATL		X
HOWARD		X
KENNETT		X
MAYS LEVY		X
MERCER		X
MORGAN, P.A.S.		X
POOLE		X
RANDALL		X
WILSON		X
GEN. FILE		X
BERGSTROM		
COMTOIS		
DUNCAN		
ERICKSON, A		
FONTAINE, H		
FONTAINE R		
GILVAR		
GRESHAM		
HEYL		
HITCHCOCK		
HERMES		
HOLBROOK		
HOMWOOD		
JACQUES, R.		
KINNICUTT		
KLUSMIER		
KNOTT		
MAROTI		
MATHIEU		
MACPHERSON		
MCMILLEN		
MCNAUGHER	X	
MEIGS		
MORGAN M		
NEELY		
ORDOG		
PLITNICK		
PRENTICE		
PROCTOR		
REARDON		
Neilson, R.		X
ROBERTSHAW		
SIEURIN		
VITELLI		
WIGINGTON		
WINTERS		
WOOD		
WRIGHTSON		
WYKES R.		
YOUNG		
ACCOUNTING		
PURCHASING		
MANUFACTURING		
COMB CONTROL		
MORGCOIL		
WIRE DRAWING		
PITTSBURGH		

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

- Halden 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.
- T. Sendzimir, Inc., Waterbury, Conn.