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File Job City.

BIRMINGHAM STOVE & RANGE Co.

P. O. BOX 2647

BIRMINGHAM, ALABAMA 35202

SAUNDERS JONES
PRESIDENT

CC/ Mr. J. D. Collins
Mr. J. D. Blankenship

March 18, 1976

██████████
Vernois, Inc.
Mt. Vernon, Illinois 62864

Dear ██████████:

Let me begin by apologizing for taking so long to quote you on your #G 1000-1 A Cast Grate. We are kind of slow to begin with, and this gets compounded if the casting is to be finished in procelain or is fragile or a combination of both.

I saw Mr. ██████████ in Washington the first part of this month and discussed this casting with him. If you are making it on the floor, you may have some permanent advantages over a hard, high pressure mold like the ones we get on the Disamatic. At least, it may end up being an advantage when it gets to the porcelain applying stage.

Roesch now puts porcelain on some of our castings for cooking utensils they sell with this finish. I believe, however, that they have to anneal these castings and reblast them before they get satisfactory results. Even then, I think they have some problems, particularly since we have begun using a higher percentage of scrap in our melt.

The ribs on this grate are shaped very much like the chill castings we pour to test our metallurgy and the extent to which we get white iron. If this can be satisfactorily annealed and porcelainized, we may be able to help you. However I hate for you to risk what may be something in excess of \$4,000 for the two-on Disamatic pattern for our machine that is close to 18 x 24" in size.

Let me say to begin with that our quote (presuming our casting would be satisfactory for porcelain enamel) would be in the vicinity of \$3.00. If this is too high in relation to what you are now paying, this would of course make all this other discussion unnecessary. This allows for special handling within our plant to try to avoid breakage (which usually runs pretty high on this type casting we

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make for ourselves). But, it does not allow for an excessive reject rate from the porcelain operation.

If the price is low enough to be of interest to you, we perhaps should then investigate the possibility of some slight design modifications to reduce the chances for problems in the porcelain operation. If a pattern is needed for the Disamatics anyway, and if your Sales Department can stand it, we might increase the thickness of the ribs and change the slope a bit so that they do not come to an edge like a chill mold. We might even be able to add some cross members as we have had to do on some of our own grill castings.

If it seems appropriate, we could send some of our grill castings to Roesch and see what sort of results he gets with them. Then perhaps discuss design changes, and go on from there.

Sorry to be so slow in responding, but we did want to walk off some of these ghosts. We appreciate your thinking of us and hope we can be of some service.

Kindest regards.

Yours truly,

Samuel Jones

SJ/h

CC/

██████████
Locke Stove Co.