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AMERICAN & Standard RADIATOR & Sanitary CORPORATION

GENERAL SALES
DEPARTMENT

April 7, 1950

GSD-40733-KJS

P. O. Box 1226
PITTSBURGH 30, PA.

TO SALES OFFICE MANAGERS:

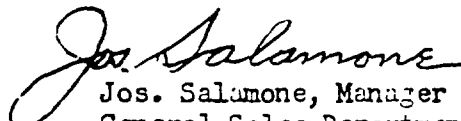
We are enclosing herewith Wholesalers' Bulletin GSD-68, dated April 7, 1950, announcing Radiator Heating Price Book RH-10, containing revised prices which are effective with the opening of business April 10, 1950. Upward adjustment in prices contained herein are made necessary due to recent increases in our costs.

You will note that GSD-68 refers to increased ratings on our Sunrad Radiation which has been accomplished by increasing the length of the sections. This changed Sunrad design has been designated as M5x20 and M7 $\frac{1}{2}$ x23 to distinguish it from the former pattern. All Sunrad orders now on hand specifying the 2" section type will be shipped accordingly. All new orders as of this date should specify the "M" style. Additional quantities of Sunrad literature, Form No. 872, may be obtained by requisitioning them from the Advertising Department on Form No. ARSS-35.

Please also note that Oakmont Boilers, ordered less Biltin Taco Heaters, will not be furnished with cover plates; but cover plate, gasket and bolts are available, if desired, at regular repair parts prices. This follows our current practice on other boilers using Biltin Taco flange type heaters.

We suggest that you and your organization study these enclosures carefully to insure your complete understanding of the information contained therein.

Yours very truly,


Jos. Salamone, Manager
General Sales Department



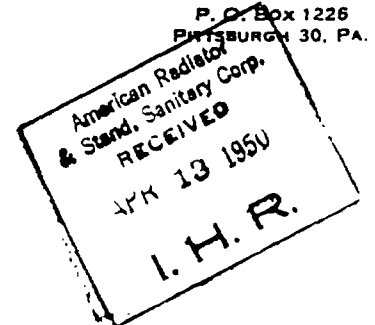
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AMERICAN & Standard
RADIATOR & Sanitary
CORPORATION

GENERAL SALES
DEPARTMENT

April 11, 1950

GSD-41135-AJS



TO SALES OFFICE MANAGERS:

We are attaching herewith, a revised Restricted List of products for which no orders may be accepted until further notice. This list has been revised to take into consideration those items which were eliminated from Price Books RH-10 and SE-5, and replaces the one sent you with our Bulletin Letter GSD-21020-KJS, dated February 10, 1950.

Please note the addition of the No. 202 offset type Extension Stem to this list.

Yours very truly,

Jos. Salamone
Jos. Salamone, Manager
General Sales Department

RESTRICTED LIST

UNTIL FURTHER NOTICE NO ORDERS MAY BE ACCEPTED FOR THE FOLLOWING PRODUCTS:

RADIATOR HEATING EQUIPMENT

Excelso Indirect Heaters - Stock No. 740 - Sizes 012, 13 and 14.

ACCESSORIES

No. 300 offset type Extension Stem.

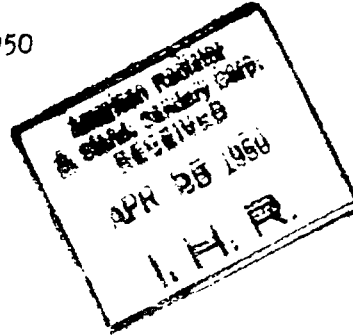
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AMERICAN & Standard RADIATOR & Sanitary CORPORATION

MANAGER
ADVERTISING & SALES PROMOTION

P. O. Box 1226
PITTSBURGH 30, PA.

April 21, 1950



TO ALL SALES OFFICE MANAGERS:

Enclosed is a copy of Form No. 834, a new point-of-sale literature piece on the Oakmont Boiler in its new Forge Red jacket.

Sample copies of this brochure are being mailed to your customers, and previous orders for Oakmont literature are now being filled. Additional quantities should be ordered by form number, as usual, on Advertising Requisition #35.

Very truly yours,

H. L. Spindler, Manager
Advertising & Sales Promotion

08283

Servicing the Nations' Health and Comfort

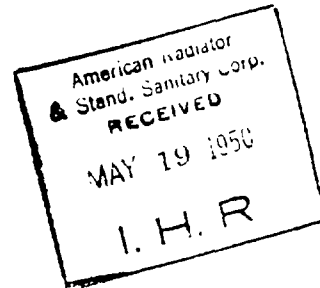
AMERICAN & Standard
RADIATOR & Sanitary
CORPORATION

GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30, PA.

May 18, 1950

GSD-51842-TJS



TO SALES OFFICE MANAGERS:

We are attaching herewith, a revised Restricted List of products for which no orders may be accepted until further notice. This list replaces the one sent you with our Bulletin Letter GSD-51241-KJS, dated May 12, 1950.

Please note the addition of the three section, narrow back, wet base Arcoliner to this list.

Yours very truly,

Jos. Salamone
Jos. Salamone, Manager
General Sales Department

08280

RESTRICTED LIST

UNTIL FURTHER NOTICE NO ORDERS MAY BE ACCEPTED FOR THE FOLLOWING PRODUCTS:

RADIATOR HEATING EQUIPMENT

S or W-O-153 Arcoliner (Wet Base) Oil Boiler
S or W-O-153-B Arcoliner (Wet Base) Oil Heating Unit
No. 150 Ideal Dome Type Heater
Excelso Indirect Heaters - Stock No. 740 - Sizes 012, 13 and 14.

ACCESSORIES

No. 202 Offset Type Extension Stem.

**AMERICAN & Standard
RADIATOR & Sanitary
CORPORATION**

GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30, PA.

May 29, 1950

GSD-52944-SJS

TO SALES OFFICE MANAGERS:

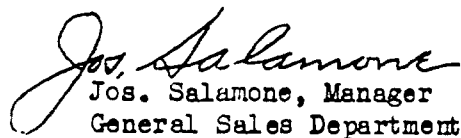
We are enclosing herewith Wholesalers' Bulletin GSD-72, dated May 29, 1950, announcing the new narrow back Arcoliner Wet Base Oil Boiler and Oil Heating Unit for water only, preliminary details of which were given you in Mr. Day's Bulletin Letter of May 12.

Please note revised prices applying to the W-O-351 Boiler and Boiler Burner Unit.

Orders for these boilers may be forwarded immediately and shipments of the 4, 5 and 6-section assemblages may be expected to begin in the latter part of June, while the 3-section unit can be shipped promptly.

Additional quantities of descriptive literature, Form No. 829, may be obtained from the Advertising Department by listing your requirements on Requisition Form ARSS-35.

Yours very truly,


Jos. Salamone, Manager
General Sales Department

**AMERICAN & Standard
RADIATOR & Sanitary**
CORPORATION

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GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30, PA.

June 19, 1950

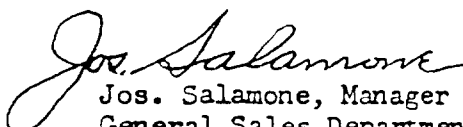
GSD-61950-TJS

TO SALES OFFICE MANAGERS:

We are attaching herewith, a revised Restricted List of products for which no orders may be accepted until further notice. This list replaces the one sent you with our Bulletin Letter GSD-51842-TJS, dated May 18, 1950.

Please note the addition of the No. 95 Ideal Dome Type Heater to this list.

Yours very truly,


Jos. Salamone, Manager
General Sales Department

08278

June 19, 1950

RESTRICTED LIST

UNTIL FURTHER NOTICE NO ORDERS MAY BE ACCEPTED FOR THE FOLLOWING PRODUCTS:

RADIATOR HEATING EQUIPMENT

S or W-O-153 Arcoliner (Wet Base) Oil Boiler

S or W-O-153-B Arcoliner (Wet Base) Oil Heating Unit

No. 95) Ideal Dome Type Heaters

No. 150)

Excelso Indirect Heaters - Stock No. 740 - Sizes 012, 13 and 14.

ACCESSORIES

No. 202 Offset Type Extension Stem.

AMERICAN & Standard RADIATOR & Sanitary CORPORATION

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GENERAL SALES
DEPARTMENT

June 26, 1950

P. O. Box 1226
PITTSBURGH 30, PA.

GSD-81

SUBJECT: Dummy Fittings for Showroom Displays

TO SALES OFFICE MANAGERS:

Prices listed in Bulletin GSD-10, dated February 23, 1949 covering Dummy Fittings are withdrawn and prices shown below apply. For your information, prices herein are unchanged from previous prices, this bulletin being issued to conform with Price Book ST-13, dated June 26, 1950.

DUMMY ASSEMBLIES	TRADE PRICES		
	Waldorf Trim	Colonial Trim	Standard Trim
B-46 Combination, with Drain	<u>\$32.25</u>	<u>\$25.95</u>	\$ -
B-47 Combination, with Drain	<u>35.05</u>	<u>27.85</u>	-
B-70 Combination, no Drain	-	-	13.60
B-73 Combination, no Drain	-	-	9.70
B-75 Combination, no Drain	-	-	10.75
B-103 with 6 Sprays	<u>63.00</u>	<u>49.15</u>	-
B-103 with 3 Sprays	<u>47.50</u>	<u>36.15</u>	-
B-105 with 6 Sprays	<u>63.00</u>	<u>49.15</u>	-
B-105 with 3 Sprays	<u>47.50</u>	<u>36.15</u>	-
B-107 with 6 Sprays	-	-	27.50
B-107 with 3 Sprays	-	-	19.20
B-109 with 6 Sprays	-	-	27.50
B-109 with 3 Sprays	-	-	19.20
Add for Foot Tester	<u>11.65</u>	<u>8.15</u>	3.80
B-150 Mixer Shower	<u>21.05</u>	<u>16.40</u>	-
B-152 Ditto, with Stops	<u>26.75</u>	<u>20.05</u>	-
B-156 Mixer Shower	-	-	8.25
B-157 Ditto, with Stops	-	-	9.85
B-164 Two Valve Shower	<u>20.95</u>	<u>16.15</u>	-
B-170 Two Valve Shower	-	-	6.70
B-320 Bath Fitting	<u>23.30</u>	<u>16.80</u>	-
B-323 Bath Fitting	<u>26.10</u>	<u>18.70</u>	-
B-348 Tub Filler	-	-	5.70
B-349 Tub Filler	-	-	6.40
B-436 1-1/2" Bath Drain	-	-	3.95
B-447 1-1/2" Bath Drain	-	-	2.30
B-448 1-1/2" Bath Drain	-	-	2.80
B-449 1-1/2" bath Drain	-	-	3.65

Current Wholesalers' Discounts, Terms and Freight Conditions apply. In case of a Showroom Agreement, our current Goods on Display Terms will apply.

08277

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AMERICAN & **Standard**
RADIATOR & **Sanitary**
CORPORATION

GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30. PA.

July 28, 1950

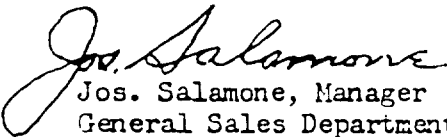
GSD-72855-AJS

TO SALES OFFICE MANAGERS:

We are attaching herewith, a revised Restricted List of products for which no orders may be accepted until further notice. This list replaces the one sent you with our Bulletin Letter GSD-61950-TJS, dated June 19, 1950.

Please note the addition of the K-60 Mohawk Winter Air Conditioner, the No. 125 Dome Type Heater and the No. 48 Excelso Indirect Heater to the list.

Yours very truly,


Jos. Salamone, Manager
General Sales Department

08275

July 28, 1950

RESTRICTED LIST

UNTIL FURTHER NOTICE NO ORDERS MAY BE ACCEPTED FOR THE FOLLOWING PRODUCTS:

RADIATOR HEATING EQUIPMENT

No. 95)
No. 125) Ideal Dome Type Heaters
No. 150)

WARM AIR HEATING EQUIPMENT

K60 Mohawk Winter Air Conditioner

ACCESSORIES

Excelso Indirect Heaters - Stock No. 740 - Sizes 012, 13, 14, and 48.

No. 202 Offset Type Extension Stem.

**AMERICAN RADIATOR & Standard
Sanitary**
CORPORATION

GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30, PA.

August 11, 1950

GSD-81157-PJS

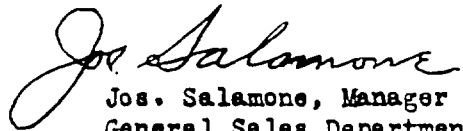
TO SALES OFFICE MANAGERS:

We are enclosing herewith Wholesalers' Bulletins GSD-95 and GSD-96, dated August 11, 1950. These Bulletins transmit to our customers new Price Books RH-11 and SE-6, respectively covering revised prices of our Radiator Heating and Warm Air Heating products which are effective with the opening of business August 14. Copies of our letters to Heating Retailers and reprinted Freight Terms Sheets accompanying Price Books RH-11 and SE-6 are also enclosed. We are also enclosing Wholesalers' Bulletin GSD-97, advising our Code 2 Customers of the revised prices on Budget Water Heaters, as contained in Price Book ST-13.

Prices included in SE-6 not only include advances announced in Bulletin GSD-88, effective July 26, but also cover some further adjustments on coal-fired units, Stanflame Burners, and Budget Water Heaters.

Please also note that, while both Price Book RH-11 and SE-6 now include the Detroit CA-466 Time Switch, we still have a small stock of No. 772 Tem-Clocks which must be liquidated. We will continue to ship Tem-Clocks on orders specifying controls of this type until this stock is exhausted.

Yours very truly,


Jos. Salamone, Manager
General Sales Department

08274

**AMERICAN & Standard
RADIATOR & Sanitary
CORPORATION**

GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30, PA.

August 14, 1950

GSD-81458-KJS

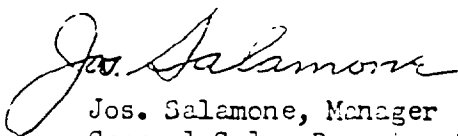
TO SALES OFFICE MANAGERS:

We are enclosing herewith Wholesalers' Bulletin GSD-98, dated August 14, 1950, covering revised Trade Terms on the sale of our products.

You will note that, with this revision, all orders which are received by the Company on and after the opening of business August 14 are accepted on the basis of "price in effect at time of shipment".

Unshipped orders now on hand, received prior to August 14, will be invoiced in accordance with Trade Terms as outlined in Bulletin GSD-60, dated March 31, 1950.

Yours very truly,



Jos. Salamone, Manager
General Sales Department

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12b *24*
~~AMERICAN~~ **Standard**
RADIATOR & Sanitary
CORPORATION

GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30, PA.

August 24, 1950

GSD-82411-AWN

Subject: Net Load Recommendations
for Heating Boilers

TO SALES OFFICE MANAGERS:

Copy of the June 1950 Net Load Recommendations for Heating Boilers, as issued by the Heating, Piping and Air Conditioning Contractors' National Association, is enclosed.

While this Association has accepted the revised piping and pickup factors for automatically fired water boilers, as outlined in Bulletin GSD-82, dated July 3, 1950, they were unable to include data on this revision in the June issue, due to the fact that the book was in the process of being printed at the time of the change.

Additional copies of the booklet for Sales Office personnel may be had upon application to this office. Our cost of seventy-five cents (75¢) per copy will be billed to Sales Offices. Do not send remittance with your request.

Trade or Wholesalers desiring copies should be requested to apply direct to the Heating, Piping and Air Conditioning Contractors' local or national Association, without disclosing price mentioned above.

GENERAL SALES DEPARTMENT

08272

**AMERICAN & Standard
RADIATOR & Sanitary
CORPORATION**

**GENERAL SALES
DEPARTMENT**

P. O. Box 1226
PITTSBURGH 30, PA.

September 15, 1950
GSD-91563-EJS

TO SALES OFFICE MANAGERS:

We have had complaints with regard to the sagging and warping of stainless steel combustion chambers used in connection with Arcoflame Oil Heating Units. We are pleased to advise that these chambers have been redesigned by providing two side supporting brackets which are tied into the main mounting bracket. With this change, we believe we have eliminated the difficulties experienced with the former design. Shipments of all units are now being made with new style chambers.

* * * *

Heating elements of the SG-120 and SG-140 Shawnee Gravity Furnaces are now being constructed in two pieces instead of a single integral unit as heretofore. The combustion chamber and radiator will be shipped bolted together and in those cases where the complete heating element will not pass through available openings, the radiator may be readily disassembled at the connecting collar. Shipment of units incorporating this design change are now going forward.

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We are pleased to advise that arrangements have been made for the factory assembly of D-1-9, D-1-10 $\frac{1}{2}$, D-1-12, and D-1-15 Blower-Filter Units.

D-1-9 Blower-Filter Units are now being furnished in this manner and the D-1-10¹/₂, D-1-12, and D-1-15 units will follow as soon as current stocks are liquidated.

* * * * *

Another Factory change is in process, involving electric motors furnished with Model "C" Arcoflame Oil Burners. These burners will henceforth be equipped with standard NEMA (National Electrical Manufacturers Association) 1/6 h.p. motors.

Since there are stocks remaining of certain Model "C" burners equipped with former type motors, there is a possibility of our customers' receiving mixed shipments of burners until these stocks are exhausted.

08270

Yours very truly,

Jos. Salamone
Jos. Salamone, Manager
General Sales Department

AMERICAN & Standard **RADIATOR & Sanitary** CORPORATION

GENERAL SALES
DEPARTMENT

September 29, 1950
GSD-92966-EJS

P. O. Box 1226
PITTSBURGH 30, PA

TO SALES OFFICE MANAGERS:

We are enclosing herewith Wholesalers' Bulletins GSD-107, 108, 109 and 110, all dated September 29, 1950, together with letters to Heating and Plumbing Retailers, announcing a general 10% price increase in our products, effective with the close of business September 29, 1950.

Bulletin GSD-107 covers revised Trade Prices for Radiator Heating Products and repairs. You will note that this bulletin also announces to our radiator heating customers the withdrawal of Accessories Price Book AD-7. No announcement of this fact is being made to our strictly Code 4 Wholesalers and you should arrange to pass this information along to any such customers you may have.

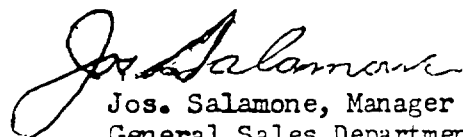
Bulletins GSD-108 and GSD-109 announce revised Trade Prices applying to American-Standard Plumbing Fixtures and Fittings and Hospital Fixtures and Fittings. No change in fitting repair parts prices is being made at this time inasmuch as it is our intention to mail our new Catalogue of Parts for American-Standard Plumbing Fittings, as well as applicable price sheet, within the next two weeks.

Bulletin GSD-110 gives revised Trade Prices applying to products included in Warm Air Price Book SE-6, as well as Sunbeam repair parts.

Supplementary price information on Radiator Heating Equipment and Warm Air Heating Equipment, contained in Bulletins GSD-99, dated August 16, GSD-104, dated September 14 and GSD-100, dated August 16, are hereby withdrawn. Prices contained in these bulletins are being revised on the basis of the new Trade Prices announced herein and this information will be forwarded to you shortly.

Enamel Ware and Vitreous China Ware Component Parts Prices are to be figured on the basis of prices contained in Bulletins GSD-92 and GSD-93, dated July 31, 1950, plus 10%.

Yours very truly,


Jos. Salamone, Manager
General Sales Department

08271

**AMERICAN & Standard
RADIATOR & Sanitary
CORPORATION**

GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30, PA.

October 26, 1950

Q-102604-AMS

TO SALES OFFICE MANAGERS:

We are attaching herewith, a revised Restricted List of Products for which no orders may be accepted until further notice. This list replaces the one sent you with our Bulletin Letter GSD-100567-EJS, dated October 5, 1950.

Please note the addition of the No. 75-F Ideal Scuttle-A-Day Heater and various sizes of Excelso Indirect Heaters to this list.

Yours very truly,

Myron Shroads
Myron Shroads, Manager
Quotation Department

October 26, 1950

RESTRICTED LIST

UNTIL FURTHER NOTICE, NO ORDERS MAY BE ACCEPTED FOR THE FOLLOWING PRODUCTS:

RADIATOR HEATING EQUIPMENT

No. 75-F Ideal Scuttle-A-Day Heater
No. 175-F Ideal Scuttle-A-Day Heater

ACCESSORIES

Excelso Indirect Heaters - Stock No. 740 - Sizes 012, 13, 14, 14A, 15, 16,
25, 37 and 48

No. 202 Offset Type Extension Stem

AMERICAN & Standard RADIATOR & Sanitary CORPORATION

GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30, PA.

November 14, 1950
Q-111407-EMS

TO SALES OFFICE MANAGERS:

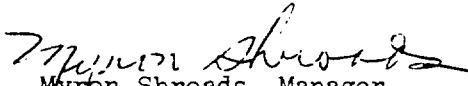
Price information shown on Page 2 of Bulletin GSD-113, dated October 6, 1950, relating to Built-in Water Heater opening cover plates for Wide Back Wet Base Arcoliner, Oakmont, "T" Type Severn and Exbrook Boilers is hereby withdrawn. Effective at once, the following Trade Prices will apply to shipments of cover plates, including gaskets and bolts, when specified for use with these boilers and boiler-burner units ordered less Built-in Water Heaters.

<u>BOILER</u>	<u>PRICE BOOK RH-11 PAGE REFERENCE</u>	<u>TRADE PRICE COVER PLATE, GASKET & BOLTS</u>
Arcoliner (Wide Back)	8, 12	\$2.50
Severn ("T" Type)	9, 13, 18	2.25
Oakmont	9, 14	3.00
Exbrook ("T" Type)	10, 15, 19	2.75

Regular Wholesalers' Discounts, Terms and Freight Conditions apply.

No announcement is being made to our customers at this time. However, this price information will be included in the next issue of our Radiator Heating Price Book.

Yours very truly,


Myron Shroads, Manager
QUOTATION DEPARTMENT

08259

**AMERICAN & Standard
RADIATOR & Sanitary
CORPORATION**

GENERAL SALES
DEPARTMENT

P. O. Box 1226
PITTSBURGH 30, PA.

December 26, 1950

Q-122607-KFD

SUBJECT: DO Rated Orders

TO SALES OFFICE MANAGERS:

Mr. Couch, in his Bulletin of December 1, reference S-459-CDC, made the point that our customers should be urged to supply us with DO ratings on their orders wherever possible. We wish to offer additional information on this subject and further point out the vital necessity for our receiving DO ratings.

There are now fourteen Department of Defense programs under way on which the use of DO priority ratings are authorized. These programs and their code numbers are as follows:

- 01 Aircraft Program
- 02 Guided Missile Program
- 03 Ships Program
- 04 Tank-Automotive Program
- 05 Weapons Program
- 06 Ammunition Program
- 07 Electronics and Communications Equipment Program
- 08 Fuels and Lubricants Program
- 09 Clothing and Equipage Program
- 10 Transportation Equipment Program
- 11 Building Supplies and Equipment for Troop Construction Program
- 12 Subsistence Program
- 21 Miscellaneous Program
- 22 Department of Defense Construction Program

In addition, contracts and procurement by the Atomic Energy Commission may have ratings applied to them. Thus, a considerable amount of business is eligible for the application and extension of DO rated orders and we urge that our customers be advised to get and furnish us with these ratings wherever possible. Rated orders should conform with rules outlined in NPA Regulation No. 2 which was described in our bulletins Q-101912-RFD and Q-102504-RFD, dated October 19 and October 25, respectively.

Use of the rating will not only assist customers in getting preferential shipment, but will also assist us in obtaining more materials which are in short supply.

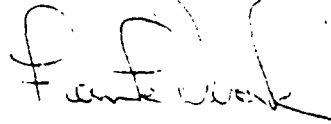
08260

December 26, 1950

Most of the regulations issued by the Government restrict our use of such materials as aluminum, copper, nickel and zinc to a percentage of that material used during the first six months of 1950. Our production of products made from these materials will be necessarily limited by the amount of the raw material which we are permitted to use. However, use of these metals to fill DO rated orders is considered to be over and above the useage restrictions and you will, therefore, recognize the value of such rated orders to us and to our customers.

In addition to the direct assistance which DO ratings give us in manufacturing products using presently restricted materials, past experience has taught us that a substantial volume of rated orders for any of our products is helpful in receiving favorable consideration on appeals and the like which it is necessary for us to make from time to time.

Yours very truly,



Frank Doak
Assistant Manager
QUOTATION DEPARTMENT