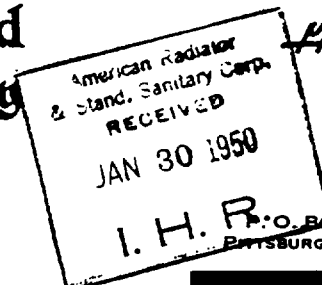


AMERICAN & Standard RADIATOR & Sanitary CORPORATION

GENERAL SALES
DEPARTMENT

January 27, 1950
GSD-12716-EJS



PLAINTIFF'S EXHIBIT

ASI-704

Copy to -

Mr. L. Pierce, Manager
BOSTON SALES OFFICE

Mr. L. A. Kelly, D.S.M.
New York Sales Office
Mr. H. H. Steck, D.S.M.
Washington Sales Office

Mr. Walter F. Johnson, Manager
NEWARK SALES OFFICE

Mr. D. J. Keefe, Manager
NEW YORK SALES OFFICE

Mr. W. T. Reed, Manager
PHILADELPHIA SALES OFFICE

Please refer to our letter of January 20, 1950, reference GSD-12015-SJS, announcing the W-O-351-B Arcoflame Oil Heating Unit and W-O-351 Oil Boiler.

In the price and rating schedule which accompanied this letter, we indicated the firing rate as 1.25 gallons per hour when furnished less tankless heater. This firing rate applies only when a tankless heater is used and the recommended firing rate for the boiler less tankless heater is 1.0 gph.

This information will be included in literature now in preparation covering this boiler and boiler-burner unit.

Yours very truly,

Jos. Salamone
Jos. Salamone, Manager
General Sales Department

20336

AMERICAN & Standard RADIATOR & Sanitary CORPORATION

Mr. Sjoeden
Mr. Sjoeden

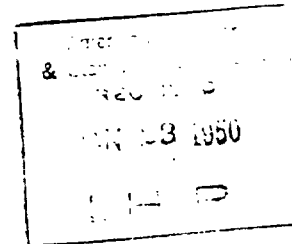
GENERAL SALES
DEPARTMENT

January 20, 1950

P. O. Box 1226
PITTSBURGH 30, PA.

GSD-12015-SJS

c/c Mr. L. A. Kelly, D. S. M.
New York Sales Office
Mr. H. H. Steck, D. S. M.
Washington Sales Office



Mr. Lincoln Pierce, Manager, Boston Sales Office
Mr. W. F. Johnson, Manager, Newark Sales Office
Mr. D. J. Keefe, Manager, New York Sales Office
Mr. W. T. Reed, Manager, Philadelphia Sales Office

We are pleased to advise you of the availability of the W-0-351-B Boiler Burner Unit and W-0-351 Boiler to enable you to meet the current competitive situation in the small boiler field. This boiler is for WATER only and is available as an Arcoflame Oil Heating Unit with Arcoflame Burner and Biltin Taco Tankless Heater or less burner and heater if desired. Prices and other data are as noted on the attached schedule.

A new type of Tankless Heater, No. 601, is used which is similar to our regular trombone or screwed-in type of tank heater except that a 4" header is used which is installed in a 4" opening in the back section permitting the insertion of the tankless coil through the nipple ports.

In addition to the above, the W-0-351 differs from our present narrow back 3-section Arcoliner Wet Base Boiler as follows:

1. High temperature steel combustion chamber is standard equipment whether furnished with or without burner.
2. A decal nameplate is used.
3. Front section not tapped for water gauge trim or tank type heater.
4. Tappings on narrow back Wet Base Arcoliner (see Form 676) changed as follows:
Tapping "F" changed from 2-1/2" to 4";
Tapping "B" changed from 1/2" to 3/4";
Tapping "A" - eliminated;
Tapping "C" - eliminated.
All other tappings remain unchanged.

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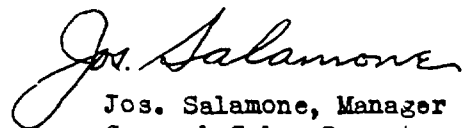
January 20, 1950

5. Control applications:
 - Tapping "B" - water limit control;
 - Tapping "E" - reverse acting water temperature control
 - 3/4" tapping in Biltin Taco Tankless Heater--operating control
6. Jacket insulation--3/4" Fiberglas.
7. Firedoor with outside swing cover for flame observation.
8. Special insulated steel burner plate replaces present cast iron plate. Has 4-1/2" diameter opening to accommodate Arcoflame pedestal type "M" Burner. Also has a 5-1/2" diameter concentric knockout.

Literature for this boiler will be available and distributed to your office about February 1. We do not intend to make formal announcement of this boiler to our Wholesale Distributors and you are expected to handle its introduction with your customers in the manner best suited to meet your competitive situation.

Orders may be accepted immediately with the understanding that the Boiler and Biltin Taco Tankless Heater will be available for shipment by March 15, and Jackets will be ready for shipment April 15.

Yours very truly,



Jos. Salamone, Manager
General Sales Department

January 20, 1950

AMERICAN-STANDARD ARCOFLAME OIL HEATING UNIT

No. W-O-351-B Wet Base ARCOFLAME OIL HEATING UNIT--WATER ONLY
Trade Price with No. 601 Biltin Taco Tankless Type Water Heater

Unit Number Including Model M Burner	Installed Radiation Sq. Ft.	Including Biltin Taco Heater and Steel Combustion Chamber	Gross Output MBH	Size of Nozzle Gal. pe. Hour	Approx. Shipping Weight
W-O-351-B	420	\$ 265.40	97	1.25	827

Above Trade Price includes:

No. W-O-351 Wet Base Oil Boiler with Flush Jacket.
No. 601 Biltin Taco Tankless Type Heater of 180 gal. capacity.
American Draft Stabilizer.
Model M Pedestal Type Oil Burner with No. CA-701 Stack Control.
No. 13 Arcoflame Control Set (No. CA-655 Detroit Immersion Limit Control,
No. 411-CH Detroit "Timed Cycling" Thermostat) and nozzle.
High temperature steel American Heat Lib-O-Rator combustion chamber.
Deduct for omission of No. 601 Biltin Taco Tankless
Type Water Heater \$20.00 Trade Price

OPTIONAL ARCOFLAME CONTROL SETS

When Arcoflame Control Sets are desired for the above Oil Heating Unit other than No. 13 Set included in Trade Price as shown, the following added charges will be made:

	Add to Trade Price above
Water Control Set No. 15	\$ 16.40
Water Control Set No. 16	24.05

IMPORTANT NOTICE: Motors and Controls regularly furnished are for
115 Volt, 60 Cycle A.C.

* * * * *

No. W-O-351 WET BASE OIL BOILER--WATER ONLY
Arranged for but less No. 601 Biltin Taco Tankless Type Water Heater

Boiler Number	Installed Radiation Sq. Ft.	Trade Price with Steel Combustion Chamber	Gross Output MBH	Firing Rate Gal. Per Hour	Approx. Shipping Weight
W-O-351	420	\$ 132.00	97	1.25	718

Boiler furnished with Flush Jacket; high temperature steel American Heat Lib-O-Rator Combustion Chamber.

No. 601 Biltin Taco Tankless Type Water Heater . . . \$20.00 Trade Price Extra.

NOTE:

Model M Arcoflame Oil Burner is recommended for this boiler. If desired, add \$113.40 to Trade Price shown above. Trade Price includes No. 13 Control Set.

If the above Oil Heating Unit or Oil Boiler is ordered LESS Water Heater, it will be necessary to secure a 4-In. I.P.S. plug to close the heater opening in the back section.

When furnished less Arcoflame Oil Burner, it is recommended that boiler be fired at the specified firing rate, and with an oil burner which complies with Commercial Standards CS-75.