PLAINTIFF'S
EXHIBIT
GF-1475

The RUBEROID Co.

RESEARCH LABORATORY
SOUTH BOUND BROOK, N. J. 08880

For Attention Mr. W. Darrell - NEW YORK *Date* February 4, 1966

Copy [redacted] Cavicchio, Davis, Dent, McKenzie, [redacted] Talbot, Wild *Reference*

Subject [redacted] - MILLBOARD

As I told you on 2/2/66, we verbally were told on that date by Mr. German of Westwood Chemical that our latest series of samples submitted to Thermoid passed their bond test without delaminating. These samples were saw cut duplicates of the same machine run that had previously been approved in all other tests by Thermoid. I was told that the next phases of the program would be in this order:

1. They will proceed to run a few laboratory tests on the new set of samples. Since these are duplicates of the approved set, I feel confident that these will pass the repeat tests.

2. Thermoid will then place an order for 1000 cut pieces of millboard. [redacted] can make this material on a trial run basis and rig up some system [redacted] the pieces.

3. This trial order will then be processed and tested. Included in th[redacted] be submitting samples to Ford for approval. This can take several [redacted]

4. Upon receipt of this approval, they would consider us a satisfactory source of supply and begin ordering larger quantities.

It seems to me that we have reached the moment of decision. Our formulation has been approved and the next steps on our part involve some straight forward decisions.

1. Does our cost estimate data and recent pricing information indicate that we can make enough money on this product to justify taking the business? If our costs are going to be too high, now is the time to call everything to a halt.

2. If the cost estimates justify proceeding, Erie will have to be able to supply cut pieces of millboard. It is my understanding that this involves purchase of a saw. The saw would have to be purchased before receipt of any large orders. It may be worthwhile to approach Thermoid and get some guarantee of business before proceeding to the purchasing of the saw.

In any [redacted]tus of the program as I understand it at this moment. I am w[redacted]t that some pricing and engineering work was now requir[redacted], the project was moving out of the Research area.

10,000 - ~~at 10 [illegible]~~
351 [illegible] Board -

[illegible]S/hed

W. [illegible] SCHWINGEN

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