PLAINTIFF'S
EXHIBIT
GF-1450

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The RUBEROID Co.
SOUTH BOUND BROOK, N. J.

January 26, 1967

TO: MESSRS. BETTOLI - DARRELL - DENT - MATLIN - O'BRIEN - MILSTEIN - NEIL - O'LEARY
VAN AKIN - SWEENEY - KUHLKEN - OLSON - FRASER - NEEL - HENRY - CRAWFORD
SCHWINGEN

MINUTES
NEW PRODUCTS STEERING COMMITTEE

INDUSTRIAL PRODUCTS DIVISION

A meeting of the subject committee was held in South Bound Brook on January 18, 1967. In attendance were:

Members	Guests
F. K. Sweeney, Chairman	P. Fraser (Am. Felt)
T. A. Dent	W. Neel
D. L. Neil	R. Henry
D. A. Davis	S. Crawford
W. C. O'Brien	H. Kuhlken
	W. Schwingen
	W. Van Akin
	W. Darrell
	V. Laskoski

A. CALSILITE

1. Inhibited Calsilite

Research reported passing U-Bend results on plant-run product containing silicate, and similar results on lab run materials containing carbonate. Confirmation of these results is required before submitting samples to duPont. (Target date for submitting samples is March 15.)

The Battelle program expires at the end of January and they are writing a summary report. It was agreed by the committee that contract extension would not be considered until current Ruberoid possibilities were fully checked out.

2. Aluminum Jacketing

Problems in the field with field applied aluminum jacketing require investigation by manufacturing and sales.

3. Competitive Products

Mr. Henry pointed out that there is increasing competition from mineral wool and fiber glass insulations and cited instances where these products have replaced calcium silicate on boiler applications.

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Currently most of these lower cost, lighter weight fibrous products are in block or blanket form and thus are not used extensively on piping. Pipe-covering programs are known to be in existence, however, and competition can be expected. It was agreed by the committee that Ruberoid should be considering research on improved and modified calcium silicate products which would use existing equipment and technology. In the long run, it may be necessary to include products other than calcium silicate type if we are going to remain in the insulation business. It would specifically help current sales effort if a modified product was available which was useful in the approximate temperature range of 0°F. to 1000°F., as compared to our present product which is used primarily between 300°F. and 1200°F.

4. Finishing Calsilite

It was pointed out by sales that the canvas we apply to the outside of the insulation is removed in many cases prior to application of the insulation to the pipe. In such cases, the only function of the canvas is to hold the two half sections in cylindrical position during shipment, thereby reducing breakage. In view of the cost savings which could accrue if other packaging techniques were developed, manufacturing will investigate this project.

5. T/NA 100 Vapor Barrier

It was agreed that manufacturing would maintain a 250 square inventory of this product. A data sheet indicating a .05 perm rating will be prepared. These steps should permit sales to expand their test marketing program with this product.

B. ASBESTOS PRODUCTS

1. Armstrong Cork's Acopac Line

Sales reported increasing enthusiasm for the potential volume in the field of asbestos gasketing materials similar to the Accopac products. It is believed that Armstrong has an almost exclusive market in the case of many of these products and is enjoying high prices and no competition. Currently, major suppliers such as McCord and Felt Products are looking for a second source of supply. In addition, Mr. Fraser of American Felt believes his present customers represent outlets for these types of products, and he would like to have them in the line as soon as possible. Research reported that the technology was similar to the TNA and asbestos flooring felt products and that some lab work was now in progress towards the development of products meeting Accopac type specifications. Currently, we have a number of these specifications but Sales needs to confirm the fact that these specifications are still current and especially needs to indicate the relative volume of the various types since there are many varieties and it is important that the development effort go into the specific areas which have potential.

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It was also agreed that sample booklets of our existing asbestos paper products having any possible relation to the American Felt end of the business would be provided to American Felt so that they could start to examine sales potential.

2. Flooring Felts

The industrial sales division will start to develop contacts and test roll evaluation programs of our Neoprene asbestos flooring felt with Bird-New London and Mannington. Capacity limitations are recognized, however, approval can take many months and it was agreed the process should start.

3. Pipeline Felt - Glass Reinforced

Sales indicated the need for having pipeline felt with continuous glass strands in the line and Mr. Darrell reported that provision for this installation was included in an expansion I.A. currently under preparation.

4. Chopped Glass Addition to Asbestos Felts

Following successful test runs wherein 1/4" pre-cut chopped glass fiber was added to our saturated asbestos roofing felt and asbestos pipeline felt, preliminary commercial runs have been made. Unsatisfactory results were obtained because of a change in the glass binder system by the supplier (J-M). These problems are currently being worked out. Further test runs will be made.

5. Marley Cooling Towers

Research reported that sample rolls of an asbestos paper product have been submitted to Marley for evaluation by them as a cooling tower fill. Our product is saturated with a stiffening agent by Marley and formed into appropriate configurations.

C. RESIN IMPREGNATED ORGANIC FELT

1. Rug Pad

Goodrich reports encouraging preliminary results in their evaluation of our resin felt as a backing for sponge rubber rug underlayment.

2. Gaskets

Sales and American Felt will investigate the gasket market for this type of product.

D. CORRUGATED ASBESTOS PRODUCTS

1. Super 250

This lighter weight product is still being evaluated by the M.F.P.B. Corrugated Committee. It is believed the industry will eventually be able to promote this 1/4" product as siding, but not as roofing. In general, lighter weight corrugated products are needed for today's labor market.

2. Painted Corrugated

Carey's painted corrugated is reportedly selling well, at a premium of $130/M ft^2. Initial Research runs indicate that satisfactory modification of existing paint lines can be accomplished. Dick Miller will try to observe Carey's equipment set up during his proposed visit to their plant.

3. Physical Properties of Autoclaved Corrugated

Bob Note

Sales reported that more sophisticated physical property data is needed for customer information. Research will prepare, using outside labs where specialized equipment is needed.

4. Marley Cooling Towers

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This customer is still buying normal cure product because of water show-through problems with autoclave product. Research will evaluate possible coatings to prevent water penetration.

E. AUTOMOTIVE

1. Heavy Mastic

In view of industry interest in mastic products weighing up to about 5 lbs. per sq. ft., Research will reinvestigate Galena as a filler and as a granule embedment.

2. Door Panel Adhesive

This project involves an attempt by us to replace spray-on deadener in door panels. Requirements, involving adhesion to oily metal and resistance to paint-oven temperatures, are stringent. A one-piece package is desirable.

3. Molded Dash and Floor Pans

Mr. Crawford reported that several companies, including Wood Conversion have active programs involving preformed fibrous dash components. Joliet is currently applying sheet mastic to an Amberlite dash which has been preformed by Custin-Bacon. Mr. Crawford has suggested a sandwich product (mastic in middle) and this is being investigated.

4. Black Dyed Felt

Joliet will make a test run of this Chrysler product. Volume is not large, but it could provide a foothold for our Sales Dept.

5. Sandura Door Panels

Ford is evaluating a decorative door panel which was prepared by Sandura.

6. Amberlite Replacement

American Felt is familiar with the Amberlite technology, however, their equipment is built around higher priced products which cannot produce the low-cost type fuzz.

D. A. DAVIS

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