

February 23, 1962

Mr. R. E. Saspeon
Bigelow-Liptak Corporation
13300 Puritan Avenue
Detroit 27, Michigan

Dear Dick:

I am forwarding to your attention a sample of our improved One-Cote Cement. As with all of our products, we are constantly striving to improve the quality of the products and we have been able to obtain a much smoother finish by utilizing some of the improvements in our fiber production. Since this product now has all the smooth finishing characteristics of a finishing cement as well as being an excellent insulating cement, we are discontinuing the production of our Eagle-Picher "43" Cement. During 1961 Bigelow-Liptak purchased 5,500 lbs. of "43" Cement or \$235.00 worth. I am sure that your field applicators will agree that the new improved FC-11 (Eagle-Picher One-Cote) will satisfactorily serve any application requirements where you formerly used Bigelow-Liptak C-10 (Eagle-Picher "43").

We are also discontinuing the manufacture of Bigelow-Liptak FA (Eagle-Picher Insulatic). This product is a mixture of sodium silicate and water and during 1961 Bigelow-Liptak purchased 4,000 lbs. or \$190.00 worth of this product. If your customers have any need for this material, which was originally developed as a temporary block adhesive, I believe it would be more economical and convenient to obtain this material from a local building supply house.

I hope to be in Detroit within the next several weeks and would appreciate the opportunity of getting together with you and discussing our 1962 sales program and the means by which we can help to increase the sales of insulation products under the Bigelow-Liptak label.

Sincerely,

THE EAGLE-PICHER COMPANY

John P. Harrington
Asst. National Sales Manager
Industrial Insulation

JPH/sa

cc: Mr. John Hollebeck
Miss Marie Raguet