PLAINTIFF'S
EXHIBIT
GF-2352

THE RUBEROID CO.

New York, N.Y.

FEB -2 '49

For Attention: Messrs. Wilcox, Brown, Cullen
Deerfield, Peterson, Hoyt

January 27, 1949

Copy to: Messrs. Herscovitz, Lang, Sweeney, O'Leary,
Cowan, Eckert, Robinson, Nesbet, Dermody, Rubenstein

Subject: CALSILITE CEMENT

From actual field tests, Calsilite cement has prooven its value as an insulating cement. From laboratory comparisons, it is practically equal to 85% Magnesia cement and Rock Wool cement in its characteristics. From an applied cost standpoint, it has been priced so it is competitive with any other cement on the market.

The outstanding fact that places Calsilite cement above any other cement is that it is the only cement that can be classed as both an insulating and finishing cement. Where Rock Wool and Magnesia cements are good insulating cements the surface is too soft to resist wear and erosion and must be protected by outer coats of a finishing cement. Conversely, mine run asbestos cements, or similar factory prepared asbestos cements although providing satisfactory hard surfaces that makes them good finishing cements are of little value as an insulation.

Calsilite cement therefore gives the applicator the following advantages:

1. One type of cement to carry in stock or send to a job.

2. Less labor cost by reducing the number of coats.

3. A material cost per board foot no higher than any other cement and less costly than several other types.

Every mechanic who has worked with Calsilite cement is pleased with its ability to trowel. In every way its workability is entirely satisfactory.

Its shrinkage is negligible — therefore there are no surface cracks, warping or blistering.

The material mixes easily with water and can stand as long as 15 hours without setting, making any stock that has been mixed on a job not used by the end of the day, ready for use the next morning.

It sticks well to all cold surfaces such as metal or block insulation. It holds on to small pipe fittings. It will not stick to hot surfaces where the temperature will cause steam to form. So seldom is this condition encountered, the good qualities of Calsilite have not been impaired to gain this feature. Should it be required, metal surfaces, either flat or curved, can first be wrapped with waste canvas or pieces of burlap dipped in paste, then plastered with Calsilite cement. When so applied, it sticks well to hot surfaces that any mechanic would work on.

(CONT'D PAGE 2)

Should harder surfaces be required, 15% to 25% Portland cement can be added to Calsilite cement.

A comparison of "K" factors with other insulating cements shows its efficiency.

MEAN TEMP.	85% MAGNESIA	EAGLE #66	CALSILITE
200° F	0.545 btu	0.663 btu	0.599 btu
300° F	0.594	0.703	0.656
400° F	not usable on	0.743	0.716
500° F	surface temp..	0.783	0.774
550° F	over 600° F	0.803	0.805

One user, a distributor for Eagle #66, has told us his men prefer Calsilite cement to any Rock Wool cement.

Calsilite cement will not be available until March 1st when the equipment will be installed. We will then have 20 tons per month available. We want to sell it all each month. This will not be a hard job, but being a new product it will have to be introduced, demonstrated and practically tested by industrials and insulation contractors. They will have to be shown it is cheaper for them to buy it than what they are now using. Do this by getting the price of other grades per hundred weight and the covering capacity, then compare the material board foot price (including the shrinkage upon drying) with the board foot price of Calsilite. The covering capacity of Calsilite cement is 53 board feet per hundred weight. Should you find a condition where Calsilite is at a price disadvantage, advise me immediately. Local conditions may present situations with which I am not familiar.

The factory is ready to comply with your requests for quantities required for samples or for test purposes.

Calsilite cement will be packed in dustproof paper bags, 50 lbs per bag.

The price schedule is as follows:

A	Buyers	$110.00 per ton
C & X	Buyers	120.00 per ton
Z	Buyers	150.00 per ton

Prices are net f.o.b. Gloucester, N. J.

J. M. HIGH

JMH:ek

01-0201874

MICH01084