~~D Mr Wendel OW~~
(2) G. O. File

PLAINTIFF'S EXHIBIT

ASI-703

# AMERICAN RADIATOR & Standard Sanitary CORPORATION

GENERAL SALES DEPARTMENT

P. O. BOX 1226
PITTSBURGH 30, PA.

FEB 27 1950
H. R.

February 24, 1950

GSD-22422-TJS

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

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

This is to announce the availability of the No. 704 Biltin Taco Tank Type Water Heater of 65 gallon capacity for use with the No. W-O-351-B Arcoflame Oil Heating Unit and the No. W-O-351 Boiler, details of which were given you in our letter of January 20, 1950, reference GSD-12015-SJS. This heater, like the No. 601 Biltin Taco Tankless Heater for this boiler, is of the trombone type and has a 4" header for installation in the back section.

When ordered for use with the W-O-351 Boiler, the No. 704 Heater will be invoiced at $15.80 Trade Price extra.

When the No. 704 Tank Type Heater is desired instead of the No. 601 Tankless Type presently shown with the No. W-O-351-B Arcoflame Oil Heating Unit, order should so specify, and a deduction of $4.20 will be made from the Trade Price of $265.40 for the Oil Heating Unit for this substitution.

Regular Wholesalers' Discounts, Terms and Freight Conditions apply.

Descriptive literature, Form No. 856, giving ratings, dimensional information and other data for both the W-O-351-B and W-O-351 is enclosed for your information. Additional quantities may be obtained from the Advertising Department by listing requirements on Requisition Form ARSS-35.

Yours very truly,

20333

Jos. Salamone

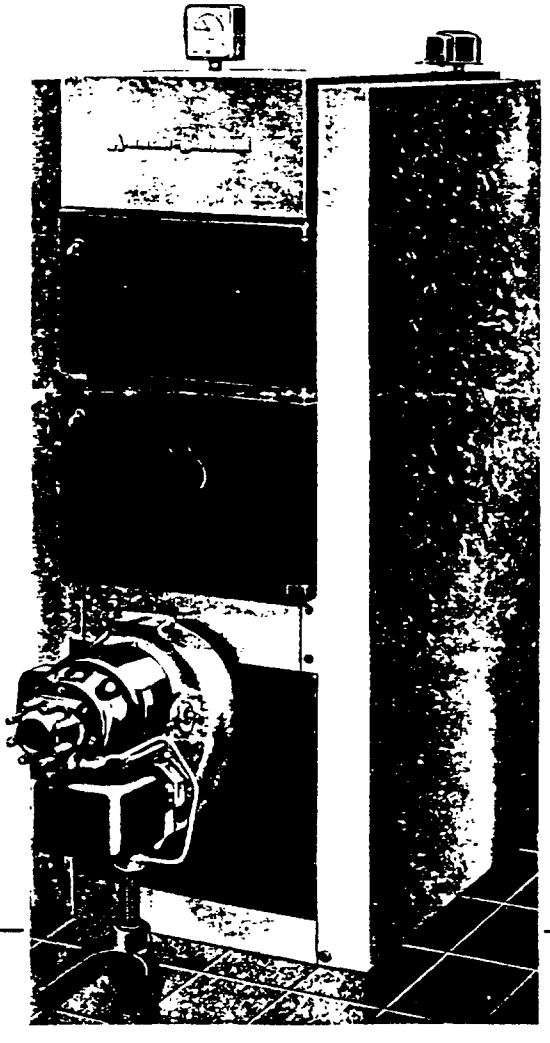
Jos. Salamone, Manager
General Sales Department

*Now* **BETTER HEATING at LOWER COST FOR SMALLER HOMES**—*with the*

# AMERICAN-Standard

# W-O-351-B

## OIL FIRED BOILER-BURNER UNIT



- **a small, quality built cast iron boiler—complete with big boiler features**

- **carefree, automatic oil fired heating for hot water systems**

● The perfect choice for those who plan to use oil for heating smaller homes, this American-Standard boiler-burner unit offers all the advantages of carefree, completely automatic heat. Designed exclusively for oil firing and built for installation in all types of hot water heating systems, it is a superior unit that will provide an abundance of comforting warmth through years of dependable service. Versatile and compact, this unit can be installed in any basement or first floor location, in basementless houses and similar buildings. Its wet base construction features waterways that extend completely under the combustion chamber, providing cooler floors under the boiler, accelerated water circulation, and additional heating surface for greater efficiency. Its trim, colorful jacket, distinctive in the new Forge Red finish just perfected by American-Standard, is smooth, easy to keep clean, and harmonizes with modern surroundings.

AMERICAN-Standard

**First in heating . . . first in plumbing**

20334

(February, 1950)

## HERE'S A DURABLE CAST IRON BOILER-BURNER UNIT FOR HOT WATER INSTALLATIONS

*The Automatic Oil Fired*

# AMERICAN-Standard

# W-O-351-B

*Boiler-Burner Unit*

More heat, quicker heat, comforting radiant heat, dependable automatic heat, lower cost heat—all are assured when the W-O-351-B is installed. For the advanced design of this quality built wet base boiler—matched with the famous Arcoflame Oil Burner—provides a combination that is hard to beat in appearance, performance and durability. This unit is tried and proven—built to give years of dollar-saving heating comfort and trouble-free service *plus* the convenience of an automatic domestic hot water supp A special Biltin Taco Tank or Tankless Type Water Heater provides hot water the y 'round. This outstanding boiler is also sold for use with any standard burner—the boile only is designated W-O-351. Ask your Heating Contractor for details about the American-Standard time payment plan that makes modernization easy.

## THESE CONSTRUCTION FEATURES ASSURE A LIFETIME OF SATISFACTION

**Biltin TACO Water Heater** — provides year 'round domestic hot water automatically. Tank or Tankless Type, both specially designed for this boiler for installation through back section. Special Tankless Type, illustrated, makes use of new extruded integral finned tube surfaces to gain greater heat transfer in coil. Assures maximum efficiency and ample supply of hot water. Included, at no extra cost, with W-O-351-B; optional equipment, at slight additional cost, with W-O-351.

**Boiler Sections**—made of durable cast iron, the one metal that has proven best over the years for use in heating equipment. Sections are factory assembled and shipped ready to install. Joints between sections are machine ground to assure a tight, close fit.

**Doors**—constructed of heavy cast iron, with cast iron heat protecting baffle linings to prevent warping and heat loss. Precision fitted to eliminate infiltration of air.

**Two-Pass Flues**—offer maximum heat absorbing surface. Multi-finned water tube surfaces extract extra heat units from hot gases.

**Observation Port** — permits observing oil flame when desired without disturbing combustion or flame characteristics. Swing cover remains in place, closed, unless port is in use.

**Arcoflame Oil Burner**—assures peak performance; a quality burner that complies with commercial standards, CS-75. Provides the best in oil heating and maximum boiler output. Model M, pedestal type, Arcoflame recommended; boiler available without burner.



**Water Content**—relatively small amount of water to heat in waterways, permits more rapid heat transfer and quicker pick-up.

**Combustion Space**—designed to burn oil efficiently and without waste; scientifically proportioned with correct area of effective heating surface to assure maximum heat from fuel burned. Crown sheet baffle is furnished.

**Combustion Chamber**—permits using heating surface of the boiler to best advantage; eliminates danger of breakage during shippir or handling. Heat Lib-O-Rator high tempet ture steel combustion chamber especially adapted to this boiler is installed at the factory.

**Jacket**—harmonizes with surroundings in virtually any location. Smartly styled, in attractive new Forge Red finish. Smooth, easy to keep clean surface. All parts are die cut and forme easily assembled. Modern and distinctive.

**Burner Plate** — made of rigid steel with heavy 1½-inch insulation securely fastened in angle channels. Effective seal assures gas and air tight construction. Made with 4½-inch burner tube hole to fit the Arcoflame; has 5½-inch concentric knockout ring to accommodate burners with various sized tubes.

**Wet Base Construction** — waterways tend underneath combustion chamber, prov ing extra heating surface and increased efficiency. Keeps floor cooler, safer for first floor or basementless house installations.

**Controls**—provide safe, positive operation. The controls furnished are the finest available; combine to maintain the desired room temperature, uniformly and dependably, throughout the heating season.

## RATINGS and DATA
### HOT WATER ONLY

| Model Number | Installed Radiation sq. ft. | Gross Output MBH | Size of Nozzle gal. per hr. | Chimney Size (inches) | Chimney Height (feet) |
|---|---|---|---|---|---|
| W-O-351-B* | 420 | 97 | 1.25 | 8 x 8 | 20 |
| W-O-351** | 420 | 97 | 1.0*** | 8 x 8 | 20 |

*Boiler-Burner Unit, includes Model M Arcoflame Oil Burner (pedestal type); Biltin Taco Water Heater; and factory installed Heat Lib-O-Rator high temperature steel combustion chamber. See Standard Equipment.

*Boiler only, less Arcoflame Oil Burner and arranged for but less Biltin Taco Water Heater.

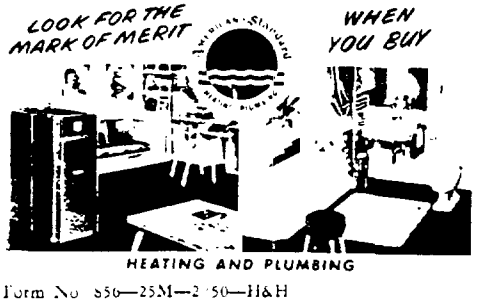
***Firing Rate, gallons per hour. When furnished less Arcoflame Oil Burner, it is recommended that boiler be fired at the specified firing rate and with an oil burner that complies with commercial standards C.S-75.

| Location (tapping) | Size (inches) | Control Application |
|---|---|---|
| B | ¾ | Water Limit Control |
| D | 1¼ | For Relief Valve |
| L | ¾ | Water Reverse Acting Low Limit Control, Tankless Type Heater |
| | | Operating Temperature Control, Tank Type Heater |
| F | 1 | Water Heater |
| G | ¾ | Operating Temperature Control, Tankless Type Heater Only |

## STANDARD EQUIPMENT
### The W-O-351-B Boiler-Burner Unit* standard equipment includes:

W-O-351 Wet Base Oil Boiler with Flush Jacket
Model M Arcoflame Oil Burner (pedestal-type) with Detroit No. CA-701 Stack Control
No. 13 Arcoflame Control Set (Detroit No. CA-655 Immersion Limit Control, No. 411-CH "Timed Cycling" Thermostat) and nozzle. Additional controls, if desired, are also available at slight extra cost.
No. 601 Biltin Taco Tankless Type (180-gal. cap or No. 704 Tank Type (65-gal. capacity) Heater
Heat Lib-O-Rator high temperature steel combustion chamber
Draft Stabilizer
Standard equipment for the boiler only includes: W-O-351 Wet Base Oil Boiler with Flush Jacket, and Heat Lib-O-Rator high temperature steel combustion chamber.

**Complies with A.S.M.E. Standards—Arcoflame Oil Burner Listed by Underwriters' Laboratories**




20335

AMERICAN RADIATOR & Standard Sanitary CORPORATION
PITTSBURGH 30, PA.

AMERICAN-Standard products including the W-O-351-B boiler-burner unit, are all built to the same uniformly high quality and backed by the technical experience and manufacturing skill of the American Radiator & Standard Sanitary Corporation, a name synonymous with health and comfort.

Form No. 850—25M—2-50—H&H

Printed in U.S.A.