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EAGLE-PICHER

US

131042



THE EAGLE-PICHER SALES COMPANY

ZINC AND ZINC PRODUCTS • LEAD AND LEAD PRODUCTS • ROOF AND INDUSTRIAL INSULATION

INSULATION DIVISION
900 American Building
CINCINNATI 1, OHIO

May 5, 1953

Mr. F. A. DeMaestri
Technical Supervisor
Ehret Magnesia Manufacturing Company
Valley Forge, Pennsylvania

Dear Mr. DeMaestri:

This is to acknowledge and thank you for your recent request for a sample of our Industrial Floor-Dry #85. We are proud of this product and it is gratifying to receive such requests.

We are enclosing descriptive literature on the material citing several points of superiority which contribute to its outstanding economy and performance in the field of floor absorbents.

We are represented in your area by the Charles A. Wagner Company, Inc., 813-815 Gallowhill Street, Philadelphia, Pennsylvania, and we are taking the liberty of having them call on you and deliver a sample of our Industrial Floor-Dry #85, as well as discuss the product with you, and I am sure you will be hearing from them shortly.

Thanking you again for your interest in our product, and hoping that we may have the pleasure of being of service to you through our distributor, we are

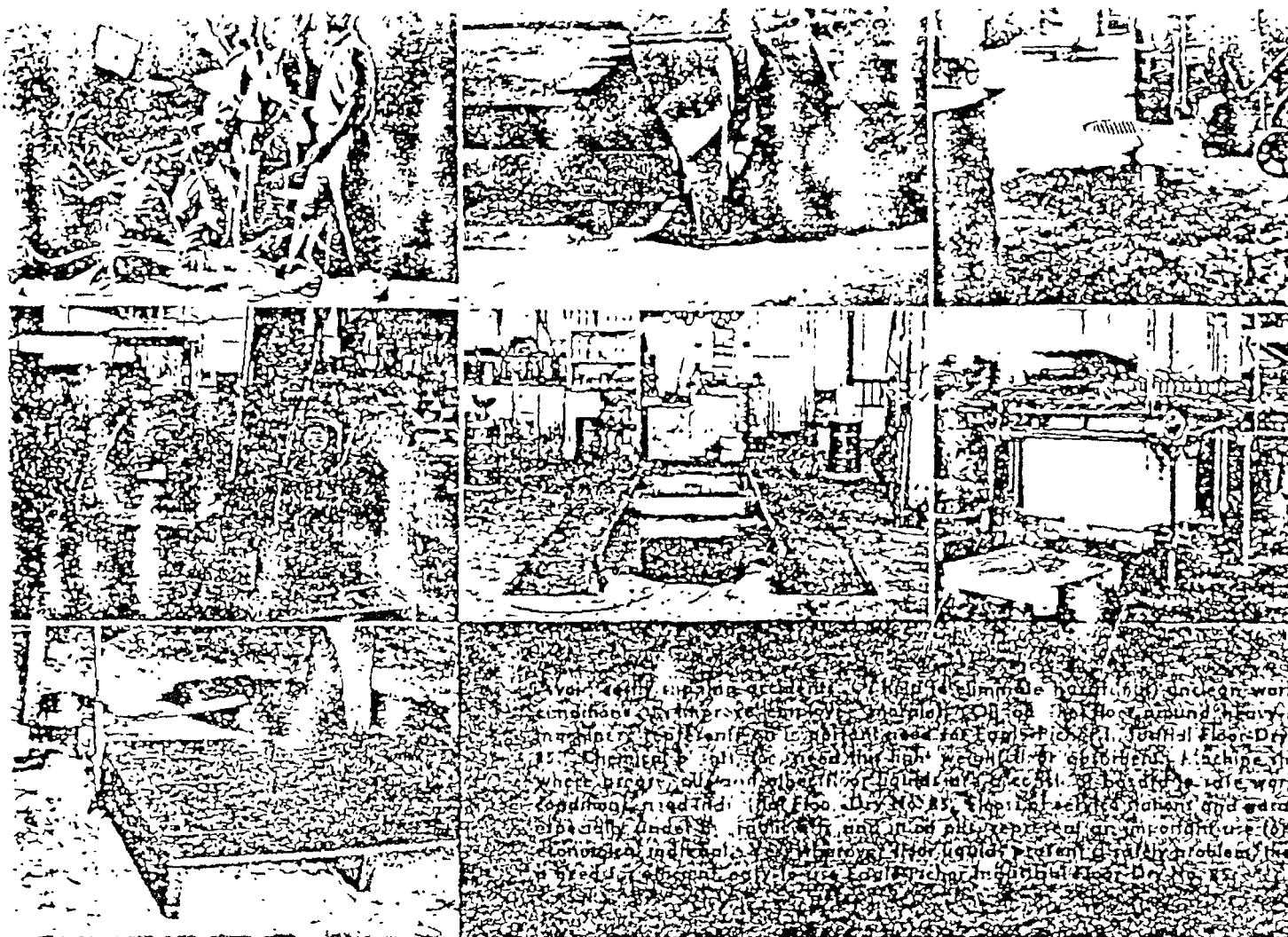
Very truly yours,

THE EAGLE-PICHER SALES COMPANY

Robert L. Shirley
Robert L. Shirley
National Sales Manager
Floor-Dry Department

ek

CC: Charles A. Wagner Company, Inc.



EAGLE-PICHER

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INDUSTRIAL *Floor-Dry* No. 85

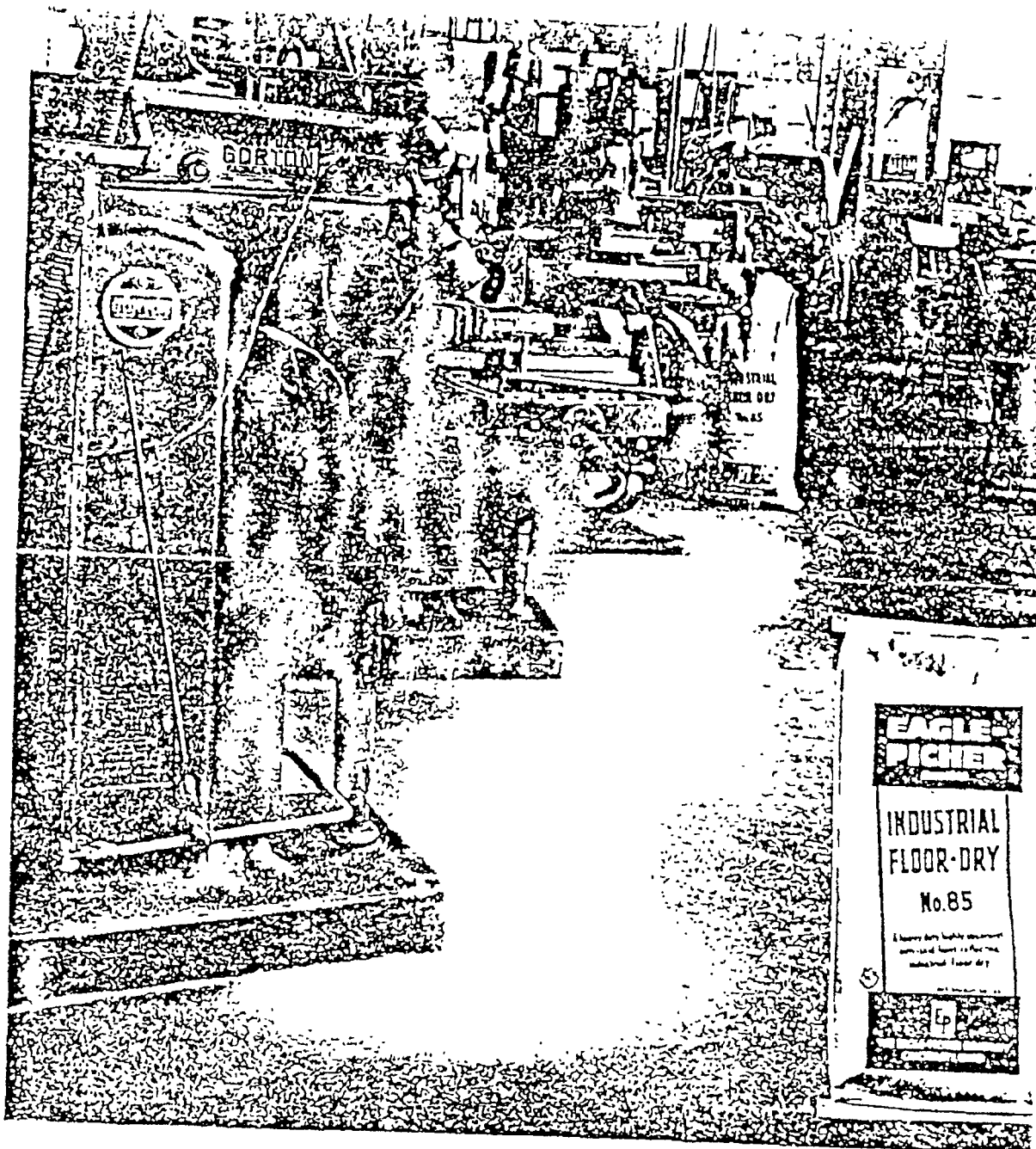
*A new, entirely different, highly effective compound
for absorbing oil, grease and other liquids*

Eagle-Picher Industrial Floor-Dry No. 85 is a granular mineral compound, neither clay nor Fuller's Earth, possessing remarkably high absorptive properties for oil, grease, kerosene, water and other liquids that drop to the floor in industrial plant operations. A chemically inert, non-combustible material, it is insoluble in such liquids and, because of its light weight, assures sub-

stantially higher coverage than other floor drying materials. It provides a non-slip working and walking surface that minimizes the danger of costly employee accidents. It further aids accident prevention because, once the material has been used and removed, Eagle-Picher Industrial Floor-Dry No. 85 leaves a clean, dry, safe floor, so necessary in efficient plant operations.

Clean, Dry Floors are Safe Floors

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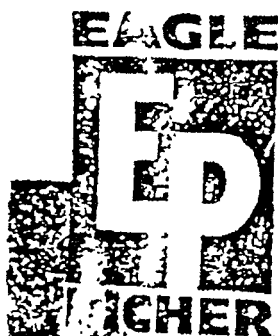


EAGLE-PICHER

INDUSTRIAL

Floor-Dry

No. 85



EAGLE-PICHER INDUSTRIAL FLOOR-DRY No. 85*

Provides These EXTRAS **131045**



EXTRA SAFETY

Eagle-Picher Industrial Floor Dry No. 85 provides a non-skid, non-slip surface which means greater safety, better working conditions. Being insoluble, it retains its granular form even when completely saturated with oil or water, and does not soften up or "mud."



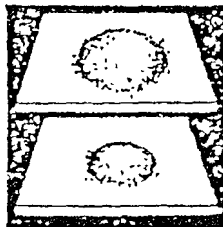
MORE ECONOMY

Because it is light in weight, it goes further, covers more area. Tests show that a given amount of Floor Dry No. 85 protects an area from 45% to 200% greater than the same amounts, by weight, of ten other absorbents. Because of its insoluble nature, "matting"

or "packing" under foot is minimized, and removal time of saturated material is greatly reduced.

ADDED SERVICE

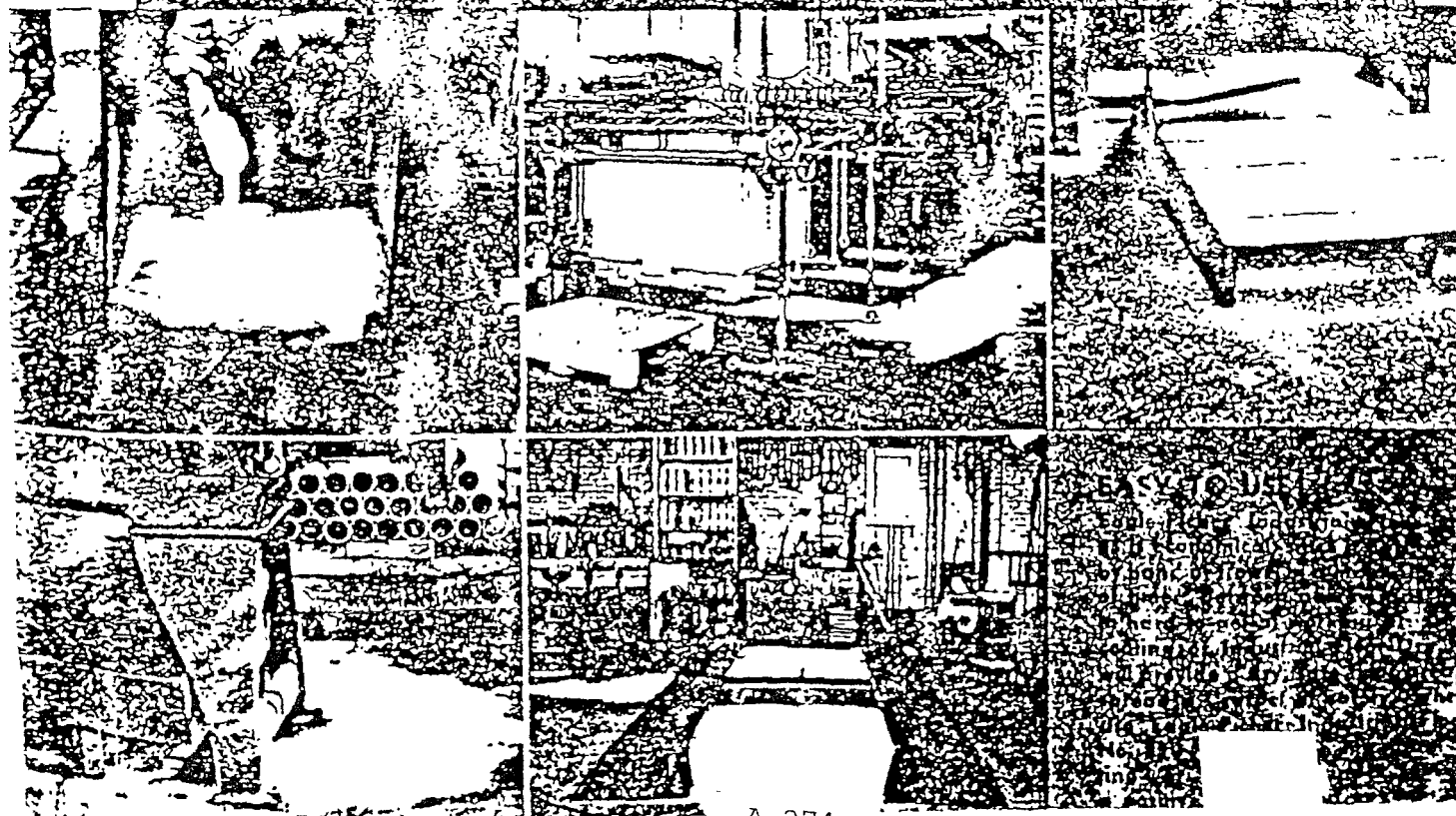
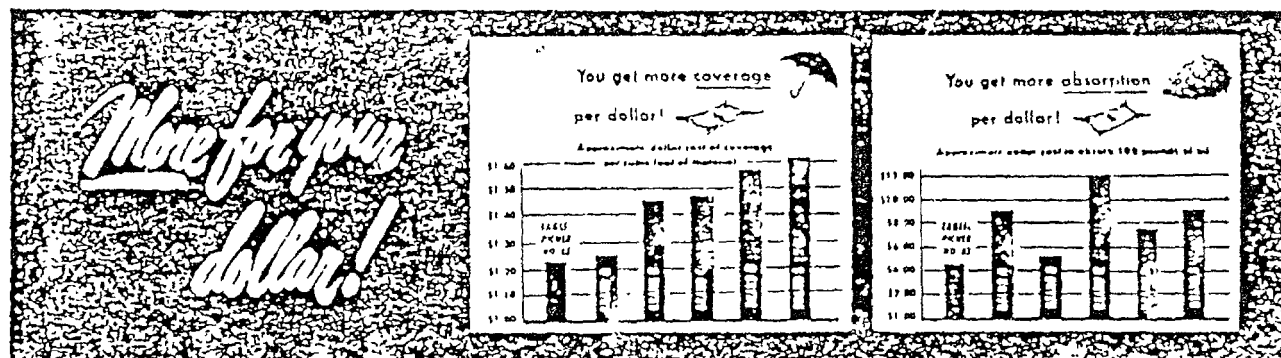
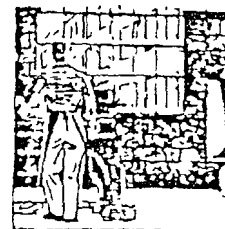
When tested with other floor drying compounds, Eagle-Picher Industrial Floor Dry No. 85 has proved to have a greater capacity to absorb liquids before it finally reaches the saturation point. Remains in use longer, cutting floor absorbent costs, reduces costly man-hours that are required to make replacements.



*Packed in 50-pound, Multi-wall, Kraft paper bags

BRIGHTER WORK AREA

Eagle-Picher Industrial Floor Dry No. 85 possesses unusual reflective power, consequently it brightens the working area, and affords safer, more pleasant working surroundings. Even when thoroughly saturated, it reflects substantially more light than other leading floor absorbents.



COMPARABLE by test



Eagle-Picher
Industrial Floor-Dry No 85

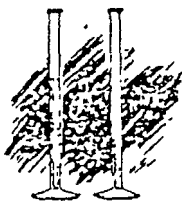


Another well-known material

1994, 1995, 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 26

US 131046

Here is **STRIKING PROOF** in Simple Plant Tests



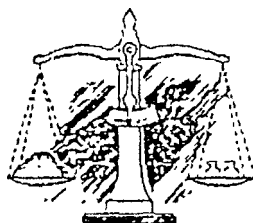
WEIGHT

Run this simple test with the material you are now using. Weigh out on a scale, equal amounts of both materials — pour into identical glass tubes — see how Eagle-Picher Industrial Floor Dry No. 85 gives much greater bulk . . . more coverage per dollar.



ABSORPTION

Now transfer weighed samples to a glass plate. Add equal amounts of ordinary lubricating oil to each sample. Note how Eagle-Picher Industrial Floor Dry No. 85 retains its structural form when thoroughly saturated. A small amount of water added to each sample easily proves how this remarkable floor absorbent does not break down or "pack," and is easily removed without scraping.



ECONOMY IN TERMS
OF DOLLARS AND
CENTS

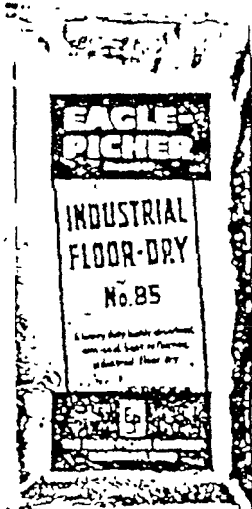
The outstanding properties of Eagle-Picher Industrial Floor Dry No. 85, outlined in this brochure, can prove a definite economy in your operating budget . . . a positive reduction

that means worthwhile savings for you. Contact your jobber now for your trial sample of Eagle-Picher Industrial Floor Dry No. 85, or write direct to The Eagle-Picher Sales Company, Cincinnati 1, Ohio.

Eagle-Picher Industrial Floor Dry No. 85 is an outstanding product developed by The Eagle-Picher Company —

a nationally known organization which makes more than 2000 products having hundreds of applications in home and industry. Lead, zinc, insulations, paints and enamels, pigments and oxides are some of these.

Eagle-Picher products must pass exhaustive tests and actual field applications before they are included in the Eagle-Picher line. They cannot be "reasonably" correct; they must be scientifically correct. Exacting supervision of manufacture insures products which give uniformly high performance. We are always anxious to answer your inquiries regarding the application of Eagle-Picher Industrial Floor Dry No. 85. Address all correspondence to The Eagle-Picher Sales Company, Industrial Floor Dry Department. Free sample packages are sent on request. Write today.



THE EAGLE-PICHER SALES COMPANY

Industrial Floor Dry Department

GENERAL OFFICES: AMERICAN BUILDING
CINCINNATI 1, OHIO

THE EAGLE-PICHER SALES CO

INDUSTRIAL FLOOR DRY DEPARTMENT

900 American Building

Cincinnati, Ohio