PLAINTIFF'S
EXHIBIT
GF-1453

The RUBEROID Co.
South Bound Brook, N.J.

May 17, 1967

To: Messrs. Bettoli - Darrell - Dent - Matlin - O'Brien - Milstein - Neil - O'Leary - Van Akin - Sweeney - Kuhlken - Olson - Fraser - Neil - Henry - Crawford - Johnson

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MINUTES
NEW PRODUCTS STEERING COMMITTEE

INDUSTRIAL PRODUCTS DIVISION

A meeting of the subject committee was held in New York on May 9, 1967. In attendance were:

MEMBERS	GUESTS
F.K. Sweeney - Chairman	P. Bettoli
T.A. Dent	S. Crawford
W.C. O'Brien	W. Darrell
D.L. Neil	P. Fraser
D.A. Davis	R. Henry
	H. Johnson
	H. Kuhlken
	R. Olson
	W. Schwingen

A. INDUSTRIAL INSULATIONS LINE

1. Inhibited Calsilite

The recent history of the inhibitor project was reviewed. On 4/26/67, we were advised that the last test series passed du Pont's test. It is our understanding that this will result in approval of our product. Final approval awaits a meeting of the du Pont approval committee which won't be held until at least the week of 5/15/67.

We then expect to receive a letter asking if all Calsilite will be inhibited, and if not, how will we identify the inhibited from regular production.

After satisfactorily answering these questions, we will be approved. Sales feels that at this moment, they do not need inhibitor but they would like it available as a means of obtaining some of the more desirable business. Because of the added cost it was generally felt that all Calsilite production should not be switched over to inhibitor. The estimated added cost is $84,000/year based on $3,000,000 list.

It was agreed that Manufacturing and Research would develop a suggested means of identification of individual pieces of insulation (colour code, stamp in press, etc.) by the time that du Pont writes their letter requesting such information. This is based on the assumption that we would be supplying two different products. Then the decision can be made whether to:

(a) produce two products

(b) Change all production over to inhibitor

(c) Defer making inhibited Calsilite until business conditions change.

Continued Research work will be devoted to an alternate, cheaper ($25,000/year) inhibitor system. It was also decided that a long range study would be started on the best location for a second Calsilite plant.

2. Metal Jacketing of Calsilite Pipe Covering

The outside diameter of some sizes of Calsilite pipe covering is such that prefabricated aluminum jacketing reportedly will not fit the insulation. Sales will get samples of the jacketing sent to Gloucester and Manufacturing will check the fit to Calsilite and check the dimensions of our pipe covering. Sales will also advise Manufacturing which sizes have been involved in the complaints.

3. Elimination of Canvas

Manufacturing has evaluated rubber bands and 2" wide Kraft tape to hold pipe covering together instead of canvas. Rubber bands are cheaper than Kraft tape but will not hold large pipe covering together. Customer acceptance of trial shipments has been good. Manufacturing will continue to evaluate other ideas like narrower, stronger tapes and string. Sales will look into advisability of one choice (rubber bands or tape).

4. Cartons

Suggestions have been made to eliminate some of the larger more cumbersome cartons. A revised carton plan has been made by Gloucester which would mean the heaviest carton of Calsilite would weigh 81 lbs. instead of 120 lbs. (currently). There would be no freight penalty. Manufacturing will make some cost estimates. If costs are in line, the change will be made.

5. Extended Leg Pipe Covering

Any pipe covering that is made in a gang mold is supplied in extended leg by breaking the gang. This results in an uneven leg requiring rasping on the job. J-M offers a full line of cut, extended leg pipe covering sizes. In order for Ruberoid to do this, a means of vertically cutting the gangs would be necessary. Manufacturing will develop the equipment needed to slit this material and estimate the slitting cost. Based on this information the decision will be made by Sales as to the need for this investment.

6. Reduction in Density of Calsilite

A logical means of cost reduction would be the lowering of product density. Research and Manufacturing will work together on this program.

7. T/NA 100 Vapour Barrier

A stock of this new product is being maintained and sold. New labels are being designed and a product data sheet is being prepared.

8. Mineral Wool Insulation

Research evaluated Lakeland samples of mineral wool insulation from Holmes Co., ~~Lakewood~~, Florida. This company is for sale and Ruberoid was approached as to our interest. The test work indicated the Holmes block and blanket were equal to competitive material. Sales felt the mineral wool market was not sufficient to warrant consideration of this company. If we really needed a mineral wool line, we could buy it from BEH. Sales will advise Mr. Holmes that Ruberoid is not interested in purchasing his company.

9. Fire Doors

Mr. Bettoli suggested that Sales investigate the possible application of a Calsilite type product in fire doors. Sales will look into the potential market for this product.

B. ASBESTOS PAPER AND MILLBOARD PRODUCTS

1. Asbestos Gaskets

A review of the Armstrong and Rogers gasket line has been made. It indicates that we cannot produce most of their products with present facilities. In order to be able to produce the high density, rubber bound asbestos line (Accopac), we need additional calendering facilities at Erie. The new calender being installed at Erie in July should allow us to produce products equivalent to some of this product line. Unfortunately, we will will not be able to produce the high density sheet that we understand is Armstrong's high volume item. It is further understood from American Felt that Armstrong's asbestos gasketing business is $30,000,000/year. This is with products that sell from between $800 - $1500/ton.

Research has made a trial run of asbestos Nitrile gasketing . It has met physical property specifications when densified off the machine. Samples are available which meet McCord and Detroit Gasket specs. It was agreed that we would submit samples to the customer for evaluation with the understanding that we will not be able to produce the products until the new calender is installed. Research will advise Sales what samples are available and what specs they meet.

There was general agreement that this was a very desirable line of products and well worth the development time being devoted to it.

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