Sales Service

Some new fire and sound ratings have been developed. The most important were the one hour fire rating and 45 STC sound rating for 1/4" gypsum sound deadening board and 1/2" Firestop over wood studs. The fire test program concluded on a disappointing note when we fell short of our objectives in the last three tests. Laboratory testing is underway, using our pilot furnaces, to seek further improvements in the Firestop formula in order to gain the ratings which have eluded us and also to seek lower raw material costs for Firestop.

Patents

In August of 1967 a patent application was filed for the innovation which has permitted us to manufacture lighter weight Firestop. Our patent counsel was advised by the patent office that the major claims for Dens-Cote base patent application will be allowed so we expect a patent to issue in the near future. We have resumed the investigation of National Gypsum's infringement of our Firestop patent. Fresh evidence from new analyses of the National Gypsum products have been submitted to patent counsel. It is now a matter of deciding whether the patent is strong enough to support a suit against National.

The Future

Next year should bring the molded grainboard, the radiant heating panels and the hard end wallboard to a conclusion. If they are successful, we will be furnishing technical assistance to manufacturing and sales to help launch these products. There will probably be many ramifications of these products to be pursued. A very comprehensive investigation into our Firestop formula is also planned. In addition, there will undoubtedly be some completely new developments plugged into our program in 1968.

The rebuilding of our research organization will continue into 1968. The current research group consists of George Green and Ray Hinkel who came with us from Paoli; Don Klus, who transferred to Tigard from our Grand Rapids plant; and the new men, Kelly Stalker and Mike Robinson. The training of the new men will be done simultaneous with the pursuit of our research objectives. Our objectives for 1968 offer more opportunity for us to contribute to the profits of the company than ever before. We will be doing everything possible to make the most of this opportunity.