

## **GENERAL DYNAMICS**

### **Convair Division**

Kearny Mesa Plant, P.O. Box 1128, San Diego, California 92112 714-277-8900 Procurement, P.O. Box 172 Accounting, P.O. Box 1708  
Lindbergh Field Plant, P.O. Box 1950, San Diego, California 92112 714-296-6611

14 September 1970

Dear Mr. Jones:

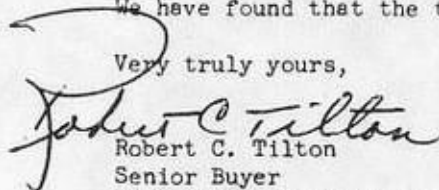
As you know, when this plant was built in 1957, approximately 3/4 of a million square feet of concrete floors were treated with Ashford Formula. After thirteen years of continuous use we can plainly observe the following results from the use of Ashford Formula.

The floors have taken on a waxed appearance, which I understand is natural with the application of your product after approximately a years' aging. We find that oil, grease and other foreign matter stands on the surface with no penetration into the concrete. This has cut our maintenance to a minimum as only wet mopping is necessary to keep the floors clean.

We have found that Ashford Formula is permanent and have never had to reseal any treated floor. We have also found that there is no dusting, rutting or pitting of the concrete. This is remarkable, considering the weight of the enormous pieces of equipment used in this plant. As a new piece of equipment is introduced into the production line, it is necessary to move many of the existing pieces of equipment. This movement necessitates the cutting of the floors in some areas for the installation of new pipes and equipment connecting cables. It has been noted by those doing the installation work that it takes considerably longer, and is more difficult to cut through the Ashford Formula treated concrete than ordinary concrete due to Ashford Formula's hardening qualities.

We have found that the treated floors have held up to our complete satisfaction.

Very truly yours,



Robert C. Tilton  
Senior Buyer

Purchasing Department - General Dynamics Convair Division

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