

**SAN-TEX
LATH & PLASTERING, INC.**

6727 SPRING GARDEN ST. SAN ANTONIO, TX. 78249-2911
OFFICE: (210) 697-0159 FAX: (210) 697-8428

Kel-Crete Industries
P.O. Box 33233
Tulsa, OK 74153

Re: Kel-Crete products for concrete, masonry, plaster, one-coat, shotcrete,
gunite, grout, etc.

Attn: Chuck and Jane Green

Dear Chuck and Jane:

Several months have passed since we received your letter containing a one ounce sample of Kel-Crete Super Dry Admixture. As you know, our company has become a true believer in Kel-Crete Industries' products, and use them exclusively in our plastering operations throughout the state of Texas. We do so for common sense reasons which include overall material and labor cost savings, and the best possible end results in the quality of our projects.

After sin Kel-Crete products for some time we came to you with the request to be your distributor for Kel-Crete products for the state of Texas and Mexico. We discussed the possibility that if this should happen we would have to form a separate company dedicated to marketing and distribution. We formed DURO-Crete, Inc. for this purpose, and as you know the rest is history.

Since the above has taken place both of our companies, yours and ours, have experienced success stories, and the reason I am giving you this letter.

Our material cost savings is due to the simple fact that two to three ounces of Kel-Crete Liquid replaces as much as 25 lbs. of lime, and one gallon of Kel-Crete replaces as much as 32 sacks of lime. Using Kel-Crete and Portland Type I-II cement replaces masonry cement (78-lb. bag) that gives a considerable amount of additional volume of mortar due to the addition of sand (48 lbs. + per sack mix.) our labor cost savings is due to less material handling i.e. one gallon of Kel-Crete vs. 32 sacks of lime, no skips or fork lifts, no wasted bags, much less cleanup, and greatly reduced call-backs for cracking and climatic-related failures.