

BURKETT STUCCO, INC.

STUCCO/LATHING

DRYWALL/SYNTHETICS

SHOTCRETEING

LICENSE NO.
PURPOSES

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

Re: Kel-Crete Admixture.

Dear Chuck:

A few months ago we received a promotional letter from you that contained a one-ounce sample of your Kel-Crete Super Dry Admixture.

First of all, I must state that in this plastering business one is always receiving promotional letters that make a lot of claims. Secondly, I could not put any faith in your statement that "just one ounce" of admixture would do as your letter claimed.

Well as you know, I did eventually get around to trying the sample, and as you also know I am now using Kel-Crete in all my projects in Florida, Mexico, Connecticut, Puerto Rico, the Dominican Republic, etc.

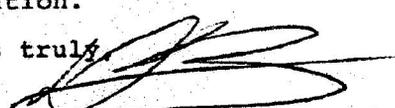
There are additional benefits using Kel-Crete that are very important to me as a contractor that you did not talk about, and that I thought you should let other contractors know. Those are the equipment and material cost savings.

We have found that due to greatly reduced friction and bonding abilities of Kel-Crete-induced mortar, we experienced almost no rebound or dropping of mortar. This benefit alone saved us not only wear and tear on our equipment, but resulted in using less gas and much less mortar use on the project.

I did however, run across a contractor that said he did not get the same results that I did with the Kel-Crete sample. After further discussion with him, I found the reason for this was due to improper mixing. The contractor added the test sample at the end of his mix (after the sand and cement) which did not allow the admixture to work properly before dumping the mix.

Chuck, I believe that maybe you should consider doing another mailout with your Kel-Crete test samples, and an **emphasis** on mixing instructions for Kel-Crete's inducement into the mixing operation.

Yours truly,


Don Burkett,
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