

Sales Representative

August 20, 1957

St. Louis Sales

Mr. T. J. Dalton

ACOUSTICAL PLASTER FOR
MACHINE APPLICATION

H. D. Oms - dk

CC: Mr. M. C. Hoven - General Sales
Mr. C. G. Shuttleworth - Paoli Lab.
Mr. C. E. Abbey - General Sales
Mr. G. L. Fuhri - St. Louis S/R
Mr. C. H. Kopee - St. Louis Sales

Re: Job M-17 School
G. Robertson Plastering Co.

14/76 82

Now you now have your copy of Mr. Abbey's memo to Chester Kopee regarding the price on Acoustical Plaster and the types of Acoustical Plaster shipped by U. S. Gypsum Company. Will you please give us answers to the questions asked in Mr. Abbey's memo.

RECEIVED
PAOLI, PENNSYLVANIA

AUG 22 1957

CERTAIN-TEED PRODUCTS
CORPORATION

General Sales

August 20, 1957

St. Louis Sales

Mr. C. E. Abbey

MACHINE APPLICATION
ACOUSTICAL PLASTER

7/22 and 8/13/57

T. J. Dalton - dk

RECEIVED
PAOLI, PENNSYLVANIA

CC: Mr. H. D. Otm - St. Louis Sales Re: Prices Paid by Dealer

Mr. M. C. Hoven - General Sales

Mr. C. G. Shuttleworth - Paoli Lab.

CERTAIN-TEED PRODUCTS
CORPORATION

Please excuse me for the length of time it took for me to get the following information.

First, your letter dated July 22 was received at my home by me at 6 P. M. on Friday, July 26. I started my vacation on Monday, July 29, so I phoned George Fuhri on previous Saturday to get this information from Kahlmeyer at your request.

I started back to work on Monday August 12 and made two trips last week to see Carl Kahlmeyer to get said information but he was not in either time. On Monday, the 19th, I did see Carl but he was too busy then so I made two trips today and finally got prices, according to U. S. G. invoice dated August 6, 1957, shipped to Kahlmeyer Bros., Inc.

200 Bags Red Top Audicote Acoustical Plaster	
Special White @ \$3.00 Bag -	\$600.00
800 Bags Satin White Audicote	
@ \$2.40 Bag	1920.00
	<u>2520.00</u>
less Freight	<u>164.80</u>
Net	\$ 2355.20

Bags weigh 40 lbs. each

These same prices apply to National Gypsum Company Sprayolite Acoustical gun plaster in this whole area. St. Louis, Missouri and across the river in Alton and East St. Louis, Illinois.

Please disregard my memo dated August 18. I stated these prices applied to mixed cars and that is wrong. It must be straight cars of 40,000 lbs or 20 Tons minimum.

The L. C. L. price to the dealer in mixed cars of Plaster is;

\$2.85 per 40 lb. bag Satin White
\$3.45 per 40 lb. bag Special White

I am anxious to learn when we will have our gun acoustical plaster to sell and also the results, giving sound value and light reflection. Mr. Otm suggested that I submit a name for this product so at the moment I offer

Best A Lite
Soft Lite
Veri Lite

Best Sound Control
Acoustical Lite Plaster

SGP 0018683