GP 0-9

GEORGIA-PACIFIC

INTERDEPARTMENTAL COMMUNICATION

DATE: May 7, 1973

TO: Mr. J. D. Rauch

LOCATION: Akron

FROM: C. W. Lehnert

LOCATION: Tigard

PLAINTIFF'S EXHIBIT

GP-2000

SUBJECT: TRIAL BATCHES OF JOINT SYSTEM AND TEXTURE

cc: Mr. E. B. Hollingsworth - Wilmington

Confirming our telephone conversation, you should charge the non-asbestos bedding and topping to 010-8489-7891 R & D 347.

Please send samples of the wall texture as well as the two different shipments of attagel which were received. Five pounds of the texture and one pound of each attagel will be sufficient. Although it should be standard procedure to send a sample of any trial material to Tigard, we should have reminded you.

We have had satisfactory acceptance with the wall texture elsewhere, but that doesn't assure that we will get the same experience in Akron. However, we are under pressure to revise the wall texture so we don't continue to lose money on the product. Even if the new formula isn't quite as acceptable, we may decide to make a change. In trying the texture, I assume you will arrange it with someone who now uses our wall texture. We had suggested just shipping it to a customer because it takes so long to get field tests and they often haven't proven reliable.

To respond to the other questions in Bill Nalbone's letter:

2. The vinyl products, like Tripel Duty, sand easily so there is no need for two products. We believe, however, that we should not fight the separate product (Bedding and Topping) insofar as sales is concerned at the present time. If you wish, we can make the topping yellow.

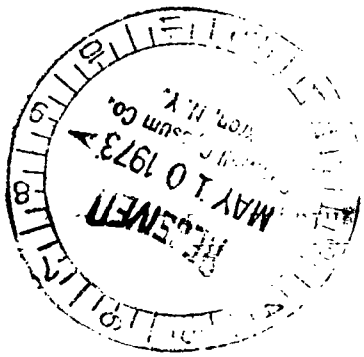
3. We are merely trying to get rid of some bags. If you feel the people we will be shipping to will be turned off by the SRA bags, by all means put the material into some other bags.

4. We should have sent you raw material specifications for Gendriv and Attagel and will send them out as soon as possible.

We will appreciate your advising us when all the raw materials arrive so we can have Bill Gettel there for the trials.

C. W. L.

CWL:elz



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