

St. Louis Sales

July 22, 1957

General Sales

Mr. T. J. Dalton

ACOUSTICAL PLASTER FOR
MACHINE APPLICATION
C. E. Abbey - cveCC: Mr. M. C. Hoven - Ardmore
Mr. H. D. Ohm - St. Louis
Mr. C. G. Shuttleworth - Paoli LabRE: Job M-17 School
G. Robertson Plastering Co.

I've read Mr. Dalton's memorandum of July 15 to Mr. Ohm and think it has covered the job very well. One thing I want and that is the selling price of competitive material to dealers. I have some idea of that in other sections of the country but I'm not sure of the overall pattern yet.

Would you please try to determine what price of U. S. G.'s Audicote is to the trade and give me the specific element they sell, that is dealer, plasterer, or specialty contractor. I want the same thing for Gold Bond Sprayolite and also if they have more than one plaster (a finished coat--very white) I want the price of that also.

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PAOLI, PENNSYLVANIA

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CERTAIN-TEED PRODUCTS
CORPORATION