PX-5 3-18-88

PLAINTIFF'S EXHIBIT WRG-18

From C.A.P[illegible]tt

To H.S.Jacobson

cc L.J.Venard
H.W.Steiff
L.W.Sather
D.C.Moll
M.F.[illegible]

Inter-Office Memo

WESTERN MINERAL PRODUCTS COMPANY

PLAINTIFF'S EXHIBIT 5

Subject Spray Surfacer Ingredients

City Minneapolis Date Feb. 25, 196

Please confine this letter to one subject only. Keep a copy.

Dear Jake:

We are going to proceed with the manufacture of Perltex Spray Surfacer at Omaha.

I have given your file of quotations on ingredients to Max Corso, and he will prepare requisitions covering the various ingredients on a tabular form and show the quantity that he feels we should purchase and extend the price to show what our total dollar inventory will be.

For your information, I have discussed these separate ingredients with Synkoloid Co. and they told us that as long as we store these items on pallets and keep them dry, that we shouldn't be troubled with an aging problem. They did caution us against buying too much lime or Santobrite at any one time. These items are the most apt to be adversely affected by age.

We may substitute the product Mouldene for the asbestos in this formula. This would indicate we should purchase in the neighborhood of 20,000 lbs. for an initial order. You should probably get quotations on full truck-loads and carloads. This will come from International Talc Co. in New York City, I don't have the address, but the library or someone can give it to you.

Synkoloid has also suggested that we call Calcium Carbonate's attention to the fact that we are working closely with Synkoloid on this product and ask them for their best quotation on carloads when packed in 100 lb. bags. Synkoloid is going to also write Calcium Carbonate, telling them of this connection and encouraging them to give us the very best price they can on this ingredient.

Synkoloid is going to advise us concerning the possibility of pooling shipments of Mica 100XX, Pyrophyllite and Casein.

You should continue to seek opportunities to buy these ingredients at prices less than prices we now have, by encouraging pool shipments. I think if you would take this up direct with the suppliers, they may be able to work out pool shipments for you. In the meantime, I will pass along information I receive from Synkoloid as soon as it comes in.

The opportunity we have to save money on this white texture base, lies in our buying these ingredients at the right price. If we fail to take advantage of full car and full truck load prices, we would be better off to continue buying the mixed base from Synkoloid.

From

To

Inter-Office Memo

WESTERN MINERAL PRODUCTS COMPANY

Subject Spray Surfacer Ingredients

Page 2.

City Date

Please confine this letter to one subject only. Keep a copy.

I will appreciate your continued effort in getting the best possible prices. I think we can get these ingredients ordered now within 10 days.

Yours,

C. A. Pratt

cap:sc

P.S.Dale:

There is lots of urgency, now, in settling on this matter of white texture base versus texture base #1. Thanks.

CAP:sc

PLAINTIFF'S EXHIBIT 1933(2)