FILE NAME: Kaiser Gypsum (KG)

DATE: 1965 Dec 20

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DOCUMENT DESCRIPTION: Memo RE Sack Cement Market with Handwritten Notes

KAISER CEMENT & GYPSUM CORPORATION
INTER-OFFICE MEMORANDUM

TO C. W. McKinley

DATE December 20, 1965

FROM L. R. McNett

COPIES TO Dick Calcom
F. A. Barker
D. K. Graham

SUBJECT

Re: Sack Cement Market
Southern California
Plastic Cement

Your hand-written questions on the face of my November 23rd memo were answered by my December 8th memo - see copy attached.

However, I would like to add the following. If we can come up with a dual purpose plastic cement, we succeed in doing the following:

1. Elimination of the present asbestos blending process for gun plastic.
2. Elimination of customer complaints due to, at times, erratic mixing.
3. One simple sack processing for both hand and gun plastic.
4. Still sack out the material in (a) gun plastic bags and (b) hand plastic bags, even though the material is identical in either bag.
5. We continue to charge the premium - $.80 for gun plastic and $.50 for hand because that is what the industry established and we followed suit. To do anything else on the premium pricing would upset the industry.

LRMcN/jg
enc.

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DEC 21 1965
C. W. McKINLEY