

Archives

December 17, 1956

Paoli Laboratory

Mr. C. E. Abbey

ACOUSTICAL PLASTER

J. R. Watt - mjs

Jr

The necessary raw materials and equipment are being ordered to start the project of developing an acoustical plaster for machine application.

We would like to have application literature on as many of this type acoustical plasters as possible. Will you try to obtain this information for us.

* * *

H3/15

SGP 0018635

R.L.D. 153

Chicago Sales

December 19, 1956

General Sales

Mr. K. C. Bowland

ACOUSTICAL PLASTER

RECEIVED
PAOLI, PENNSYLVANIA

DEC 20 1956

C. E. Abbey - mh

CERTAIN-TEED PRODUCTS
CORPORATION

CC: J. R. Watt - Paoli
A. L. Meyer - Ardmore
R. Sikes - Ardmore

THIS COPY FOR

Re: Request for Literature

I know you may be pleased to hear that it has finally been decided to try and develop a blow-on acoustical plaster of our own rather than make arrangements with another company to manufacture that material for us. Would you please have one of your local salesmen pick up literature from the Zonolite Company describing their product "Acoustic Plastic" being sure that it contains any mixing and application specifications put out by the company. We also want the same type literature on the American Bildrock Blow-on Acoustical Plaster (they are located out West Persian Boulevard). Finally, we would like to have the literature on U.S.G.'s "Audicote".

We would like to have you get this literature, and if possible, send two copies to me here in Ardmore. We have had some literature and information about these plasters in the past, but I would like to get up to date material from them.

Incidentally, I would appreciate your giving me some comments as to the cost of this material from manufacturer to customer, what class of customers the competitors sell, and what a dealer sells this material for to a plastering contractor. Do any of the aforementioned companies sell their material directly to a dealer?

Joe: I believe that if we get the literature on these three products, we would have the most important ones. If you do not agree and want literature on some other products, please tell me what ones you want.

SGP 0018637