PLAINTIFF'S EXHIBIT

GP-1680

Rec'd 24

March 30, 1970

Mr. K. W. Brown — Acme

C. W. Lehnert — Tigard

Speed Set - Lake Supply Company

cc: Mr. T. W. Richards - Portland
Mr. J. B. Moss - Tigard
Mr. P. W. Larson - Ft. Dodge
Mr. R. D. Meyer - Portland

Kenny, Paul Larson's letter of 3/24 was passed along to us for comment. I assume that the Speed Set being referred to here was shipped prior to Mike Robinson's letter of February 13 describing how we want to handle Speed Set. However, I'dlike to state our case one more time.

Set time means absolutely nothing to the contractor. He is interested in how long he can work the material. I don't know how we ever began working the bags 120 minute set. We want a 2 hour working time which means the set has to be 2 1/2 hours or longer. The quicker setting version has a one hour working time, so the set has to be 1 1/2 hours or longer. Our bags and instructions should give the working time, not the set. This particular case illustrates the problem. The set might be 120 minute but working life is only about 1 1/2 hours or 30 minutes shorter than it should be, so the customer has a legitimate complaint.

The matter of the crowning is simply because the Speed Set doesn't shrink down like conventional joint compound. It therefore must be applied in lighter applications to avoid "crowning." At least we're glad to hear that it mixes better now.

I hope we are finally straight on Speed Set now. We have an excellent product if the working time is correct.

C. W. L.

CWL/cp