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June 11, 1970

Mr. L. E. Winter — Acme

C. W. Lehnert — Tigard

Competitive Survey

cc: Mr. T. W. Richards - Portland
Mr. K. W. Brown - Acme
Mr. J. B. Moss - Tigard

PLAINTIFF'S EXHIBIT
GP-779

In April you advised me that you had a competitive joint system survey underway. We have not seen a copy of this survey and wonder whether it is completed. As I indicated previously, we are going to be doing a lot of field testing of All Purpose, Ready Mix, and other products and having competitive comparisons will be helpful. We should have products from U.S.G., National, Proko, Celotex, and any other local products that are major competitors. We are going to have to market our joint system in Texas, and we should know something about the products we will be competing with. Dave Corkill has agreed to supply you with materials from some of the markets and you should be able to get other samples through the sales people in the various branches.

C. W. L.

CWL/cp