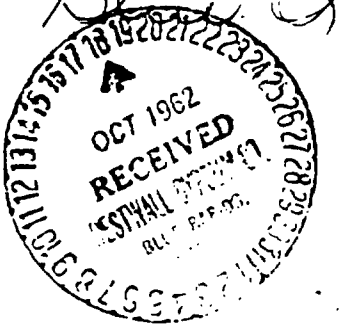
PLAINTIFF'S EXHIBIT

GP-1142



Ardmore, Pennsylvania

October 15, 1962

TO:
All District Sales Managers
All Salesmen

CC:
Mr. Malcolm Meyer - President
Mr. K. A. McCaskill - General Sales Mgr.

General Sales Bulletin #119-62

SUBJECT: LITE ACOUSTICAL PLASTER

RE: Discontinuance of Product

BY: C. E. Abbey - sad

Due to the continued poor sales of Bestwall Lite Acoustical Plaster, it has been decided to discontinue the sale of this material. It will not be shown in Bestwall Literature after January 1, 1963. Raw materials left will be consolidated at those plants where there are job commitments that need to be met.

Please discontinue soliciting new orders for this material immediately. Where a contractor or architect sees the material advertised, as in Sweets Catalog of 1962 or some other Bestwall literature, orders may be accepted for shipment on or before December 31, 1962. Where a firm order is offered for shipment in 1963, advise General Sales through your District Office so that a determination may be made as to what plant can ship the material if the order is accepted.

Will each District Office prepare a list of jobs calling for delivery later in 1962 and send to Ardmore for the writer's attention by December 1, 1962.

In the event you have a large order in hand or pending, please advise immediately.