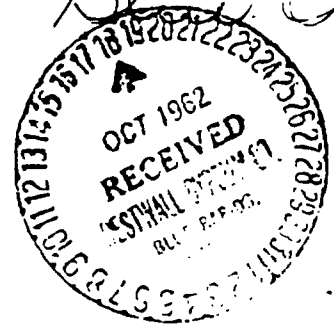


PLAINTIFF'S EXHIBIT

GP-1142

Ardmore, Pennsylvania

October 15, 1962



TO:
All District Sales Managers
All Salesmen

General Sales Bulletin #119-62

SUBJECT: LITE ACOUSTICAL PLASTER

CC:
Mr. Malcolm Meyer - President

RE: Discontinuance of Product

Mr. K. A. McCaskill - General Sales Mgr. 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.

SGP 0001709