

AMES TAPING TOOLS

An up-to-date folder is distributed by the Ames Tool Company whose home office is at 505 O'Neill Avenue, Belmont, California. All salesmen should review this carefully to have current information on mechanical tools used in the application of joint finishing materials, laminating compounds, and other items in wall-board application.

Please notice, in running through the folder, that, while some of the items are available "For Sale", the important equipment shown is available on a "Rental" basis. This is one of the oldest companies making such equipment and has tools distributed throughout the United States, Canada and other parts of the world. They continually improve the equipment and, whenever a major change is made, will bring in the old pieces of equipment, replacing them with newer, improved models. Thus, the applicators in the field using Ames Tools rapidly have the advantage of their development and improvement.

Also note the list of the Ames Taping Tool Systems, Inc. Distributors on the back sheet of the folder. Up-to-date stock of all items is maintained in these locations. The personnel service equipment, and promote use of the tools to applicators.

A customer interested in getting some Ames equipment or having such equipment serviced should contact the Distributor closest to him. Where additional information or literature other than what is provided is needed, a note to the nearest Distributor will get most of the information needed very quickly.

Bestwall Laboratory people work continuously with the latest Ames equipment, to be sure Bestwall Joint System Materials work through them. Mr. Ames has been in contact with our Laboratory people from time-to-time and takes the position that his equipment can satisfactorily apply the Bestwall materials that he has seen. He instructs his representatives in the field and his distributors that they are not to promote one Manufacturer's joint system to the exclusion of the other, unless they have definite proof of some problems.

This literature and information about the Ames equipment is sent to you to improve your knowledge of the tools in the trade used with Bestwall materials. It is not meant to recommend this type equipment to the exclusion of other equipment which is available to do the same job, from other manufacturers.

The major selling point of mechanical tools for applying joint system is: speed and quality quickly. There are some applicators who do an excellent job in hand application and who do not have enough work to justify some of these pieces of equipment. Be sure everyone understands that Bestwall Joint System materials can do a satisfactory job in both methods of application.

PLAINTIFF'S EXHIBIT

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