

Plastering Materials Merchandiser



PLAINTIFF'S EXHIBIT

USG-1338

Mr. T. J. McCausland,
Field Manager-Quality,
Central & Midwest Division,
Dept. 171-C,

September 18, 1952

SABINITE "38" - DISCONTINUED

Effective immediately Sabinite "38" is discontinued from our line of acoustical plasters and will no longer be available for promotion or sale.

While we have had no direct complaints on Sabinite "38", we have been involved in several serious complaints due to the cracking of the port-land cement base to which Sabinite "38" had been applied. These complaints resulted in loss of good will and occasional policy allowances. Based on this experience and the small tonnages which we sell annually, it seems practical to discontinue Sabinite "38" at this time.

Important Note:

Please advise Department #110, Chicago, immediately of any commitments or specifications for Sabinite "38", indicating the quantity involved and the date required. We will plan to supply these specific jobs.

R. N. Avery
Sales Manager
Plaster and Lime

This letter sent to all Lath and Plaster Salesmen, Regional, Division and District Managers, Messrs. H.F. Sadler, R.D. Stephan, G.J. Morgan, H.C. Bear, Architects Service Department Personnel, Quality & Service Department Personnel, Messrs. S.F. Bartlett, E.E. Ellwood, H.N. Huntzicker, M.C. Dailey, C.W. Desgrey, H.G. Williams, W.L. Reynolds, R.E. Hazelwood, G.V. Lane, W.J.L. Steele (3), G.A. Long, A.R. Rump, J.W. Bledsoe, M.H. Basquin, G.R. Evans, and Plastering Materials Department Personnel.

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