

PACO PRODUCTION MEETING
February 16, 1971



PRESENT: John Dickman, Doug Merrill, Bill Moore, Walter Pickens

1. Doug has received bids on the major items for the second acoustic line at Paco-San Carlos. These bids appear to be high and we will now obtain new bids from the Los Angeles and Texas areas. Doug will contact Bud Murphy and Al Drzewinski and give them our specifications in order for them to obtain further bids for us.
2. John Dickman will check with Sherwin-Williams to be sure that the lithograph cans for K-M Spackle are delivered to us before March 1, 1971, to prevent any possibility of them getting caught in the strike. We will also get in additional stock of regular cans, if necessary, prior to the strike date which is supposed to be March 1, 1971.
3. The Sales Department has requested that we go back to the short-fibered asbestos in making all of our acoustic, except #6372 which has always been manufactured with the long-fibered asbestos. The advantages of the long-fibered asbestos in the other four formulas were more than offset by the problems caused in the application in the field and the customers feel that they would rather have the better working properties than the extra bulking which the long-fibered asbestos gives them. As a result, we have decided to discontinue this in the other four formulas and make these four formulas with the short-fibered asbestos starting immediately. We will put the letter "A" on the batch number indicating this switch back to the short-fibered asbestos.
4. After further discussion, we have decided to purchase a hammermill and put into the new production line for acoustic at Paco-San Carlos, which will allow us to process materials similar to the methods used by Blue Ribbon. This will further allow us to incorporate some different products into our formulas, which should add additional bulking to the product. After this installation is complete, we will experiment with an entire new acoustic to be offered to our market area.
5. Walt Pickens wants us to consider the possibility of making the adhesives that are being used for wallboard applications to studs. This apparently is a growing market and there are several other similar type products being made. These are actually mastic-type products that require different types of equipment from what we have, or a separate operation of the same type equipment because of the cleanup problems. John Dickman will investigate the formulation problems of this and we will take it under consideration at a later date.
6. K-M Texas has a quick-set mud that actually sets in the 8 to 10-hour range instead of 1 to 2 hours. This apparently has been quite successful in that area and we

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believe it could be sold in California as well. Doug will order 80 bags for test purposes and Walt Pickens will report to us after it is field test

7. Walt Pickens reports that Don Moran, formerly with the Kadex Company, is now in business with Booth in a company called M&B Products Company selling ready-mix joint cement. We have brought in one of their cartons for examination and found that it contained only 48-1/2 lbs. of product. Our salesmen should be alerted to this, in case they run into competition from this source.

cc: Gene Biddle
Bill Harrison
Al Holland
Charles Johnson
Ray Johnson (Kirkland)
Stan Johnson (Kirkland)
Ray Julian
Jack Kelly (Paco)

Ed Madigan
Don Marquardt
Bud Murphy
Don Scranton
Pete Skibba (Ontario)
Wes Wessel
John Winslow

PACO PRODUCTION MEETING

April 10, 1972

PRESENT: Don Marquardt, Doug Merrill, Bob Miller, Bill Moore,
Dan Murphy, Walter Pickens

1. We have made a number of tests on Dahlgren's wall texture and ceiling texture. In the Valley, Don Marquardt had 10 reports on the ceiling texture that were all excellent; however, on the wall texture, he made six tests and it was not too good, primarily in that it was hard to pump and had small lumps in it which hurt the appearance on the wall. The only complaint at all on the ceiling texture was that possibly it has more fall-out than our present one; however, we do not feel that it is more than Hamilton's.
2. Our 6373-J Ceiling Texture has not been completely satisfactory. The complaint primarily is on wipe-down and large particles on the ceiling that are hanging down more than in the past. Work is continuing on this on a test basis, with additional formula changes.
3. Dan Murphy has made a report on our competitive study of Ready-Mix Topping Compounds, which included USG, Hamilton, Kaiser and Kadex. This report shows that actually our Paco topping is probably the best quality product of all five and the only place that we are somewhat lacking is in sanding. Ours is a little harder sanding than the competition; however, this is offset by better adhesion and less shrinkage. After reviewing this information, which coincides with the field experience of Don and Walt, we will try to see if we can make it slightly better sanding without hurting the other properties; however, we feel that if any of the other properties are hurt to any extent, we are better off to continue selling the product we have because we do have confidence in it and a lot of customers like it.
4. The 5515-M All-Purpose Joint Compound and the 5535-C Finishing Compound have been tested in the field and preliminary reports are that they are very satisfactory; however, we need additional testing done and Don Marquardt will arrange to have this before the next meeting, since we are having another batch made to ship to the Valley area.
5. The 5565-E Wall Texture has been made; however, we do not have any report yet on a field test. We will have this for the next meeting.
6. Our 4005 Ready-Mix Taping Compound, which is actually a thinned down version of our 4001, has been made and is being field tested; however, we do not have any reports as yet. We will have by the next meeting.
7. We want to add a new project for the Paco Lab. This is to make a spackling compound similar to the one we are now purchasing from Synoloid. Our old

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formula which was satisfactory is difficult to manufacture and it was made along the lines of Synoloid's old formula; however, we now understand that Synoloid's present formula is a straight latex formula and our old one is not. This should not have high priority; however, we would like work done on it whenever the lab can find some time. If we can perfect this new formula, we will probably have the product made at the Hurst factory for delivery to the other operations.

cc: Gene Biddle
Al Drzewinski
Bill Harrison
Al Holland
Charles Johnson
Ray Johnson
George Killstrom
Al Mocon
Frank Skaggs
Wes Wessel
John Winslow

PACO PRODUCTION MEETING

August 30, 1977

PRESENT: John Brown, Don Marquardt, Doug Merrill, Bill Moore, John Winslow

1. The experiment of using one of our three aggregate choppers with a larger-size screen seems to have helped our problem of producing a larger-size ceiling texture. We want to continue with this for a couple of more weeks to give John Brown a chance to thoroughly test it in the Bay Area. When he feels this product is satisfactory, we will then make a second change and go to two-thirds, larger-size aggregate and one-third standard size to see if this will give us a better aggregate size for distribution on the ceiling more similar to Hamilton's.
2. The 4101-D Ready-Mix Topping Compound has had mixed reports. The first small-batch tests were reported all right; however, later, in large quantities it did not test as well as they had originally thought. At this time we feel that it and the "C" formula should be sold to whichever customer requests it and we will not do any additional work on this asbestos-type material since we will probably not be able to sell it after the first of the year.
3. Doug has made a plant batch today of an asbestos-free type material that Bill Freeman has tested on a small scale. We will test it in our area this week. This product looks equally good as the asbestos-type and we believe it will put us in a good position for this future market.
4. The 5535-K Non-Asbestos Topping Compound has good working qualities; however, it has a tendency to sag in the corners apparently due to the large amount of thickener used in the product. Doug will continue work on this product and it is possible that this formula could be similar to the new one he is making for ready-mix topping, but would be in a dry-powder type also.
5. The 5565-A Wall Texture has some occasional problems when it is not mixed properly before using; however, everybody agrees that this is a fine product and does not warrant any change at this time.
6. In a discussion concerning our allowance for pickup at the Paco plant, we have decided to modify this as follows. We will allow a pickup allowance of 40¢ per cwt. (instead of 30¢ per cwt. as in the past) for pickups of 10,000 lbs. or more. This means that a full load (40,000 lbs.) would still only receive the 40¢ per cwt. allowance for freight the same as a 10,000 lb. pickup. Any pickups below 10,000 lbs. would receive no freight allowance because of the problem in trying to handle small orders on a customer pickup basis. John Winslow will see that this information is given to the Sales Department since it does not affect the charges to Kelly-Moore by Ben Ploshay's deliveries. We will also change the allowance on Valley

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customer pickups to 50¢ per cwt; however, this will be for full loads only - minimum 36,000 lbs. This would also apply to John Brown's accounts in Zone 2 areas.

7. THE NEXT MEETING WILL BE HELD ON TUESDAY, OCTOBER 18, AT
1:30 P.M.

cc: Gene Biddle
Bill Freeman
Bill Harrison
Chuck Hogue
John Kiesel
Dennis McClintick
Dick Nachlinger
Dick Nesmith
Frank Skaggs
Dolly Steyer

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