

KALJER GYPSUM COMPANY, INC.

INTER-OFFICE MEMORANDUM

TO G. M. Thomas
AT Antioch

DATE March 7, 1972

COPIES TO A. P. Alessandri J. W. Blewett
B. F. Crosby D. J. McClellan
P. D. Orleman ✓ T. V. Smith

FROM Joe LaFayette
Antioch

SUBJECT FEBRUARY MONTHLY ACCESSORY PRODUCTS REPORT -- DISTRICTS 2100, 2200 & 2600

I. SALES VS. FORECAST

	<u>SALES</u>	<u>FORECAST</u>	<u>% OF FORECAST</u>
<u>Dist. 2100 - Oakland</u>			
Month of <u>February</u>	533,401	436,000	122%
Year-to-date	1,036,713	916,000	113%
<u>Dist. 2200 - Sacramento</u>			
Month of <u>February</u>	397,993	424,000	94%
Year-to-date	829,014	810,000	102%
<u>Dist. 2600</u>			
Month of <u>February</u>	47,390	38,000	125%
Year-to-date	58,475	72,000	81%

MONTH TOTAL: 978,784 pounds = 490 Tons
Comparison to February 1971 (470,279 pounds = 235 tons)

II. MARKET CONDITIONS

Rain this month has slowed jobs down somewhat; however, the market for Accessory Products continues to look very good.

KG-0112

III. COMPETITIVE CONDITIONS AND DEVELOPMENTS

To date, field reports from the salesmen indicate that competitive companies have not followed our lead on proposed price increase effective April 1, 1972. Late this month, one of our customers, United Wallboard Service, Vallejo, California bought a 40,000 pound load of U.S.G. for following prices:

4 Gallon Carton Pre-Mix - \$2.40
25 pound Powder Joint Compound - \$1.70
Both less 2% cash discount.

IV. PRODUCT QUALITY AND SERVICE

A. QUALITY

1. PMW - Working Well.
2. TOPPING - Working Well.
3. POWDER JOINT COMPOUNDS

- a. CASEIN BINDER - ALL PRODUCTS WORKING WELL
- b. POLYMERIC BINDER - (JC-3)

Field testing of Polymeric Binder Joint Compound in December, 1971 and January, 1972 showed good results. However, this month both Pace D/W and C & C Supply asked for Casein Base Material in lieu of JC-3 because they were worried about tape bond during rainy and high humidity weather. Our Research Department has been advised.

4. KSS
Some complaints this month because of long fiber asbestos which clumps and causes a material stoppage through acoustic hose; samples have been sent to Santa Ana.
5. TSS - Working Well.
6. TAPE - Working Well.
7. Cornerbead & Nails - Working Well.

B. SERVICE

No information as yet on new Accessory delivery truck to replace present vehicle.

V. GENERAL COMMENTS

1. We lost two volume Accessory product customers this month because of credit problems.
2. Recommend a meeting be held in March to discuss proposed price increase to be effective on April 1, 1972.

JL"bfw