

KAISER GYPSUM COMPANY, INC.

INTER-OFFICE MEMORANDUM

G-7

TO H. L. Weightman
AT Room 2420 - Kaiser Center

DATE May 2, 1968

COPIES TO C. E. Caprye
H. C. Dupuis
S. J. Smith
P. J. Franklin
R. U. Hays
J. H. Watson

FROM R. H. James
AT [Signature]

SUBJECT ACCESSORIES CHARGED TO RESEARCH - DELANCO

It was our understanding that until the accessories produced at Delanco were acceptable to the trade they would be demonstrated on the basis of a research demonstration. We had anticipated the termination of research demonstration by the end of March as mentioned in your note of April 22. However, because of continuing difficulties in gaining acceptance, we have continued demonstrations through April. All of these demonstrations have been to gain the acceptance of the contractors. There have been some sales but they have been rather small and the majority of them have either gone to lumber yards or small contractors.

Inasmuch as production has ceased on most products designed for contractors, there seems to be changes in formulation necessary, we consider all demonstrations up to now as research demonstrations. In effect we have not been offered a salable product from research to date.

RHJ:par