FILE NAME: Kelly Moore (KM)

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PACO PRODUCTION MEETING
October 30, 1972

PRESENT: Don Marquardt, Doug Merrill, Bob Miller, Bill Moore, Walter Pickens, Wes Wessel

1. Our punch press for making metal corner casing broke and it will be another week before it is ready for new production. In the meantime, we are purchasing some metal from Casings Western at about our branch-cost price so that we can give service to this area. Bob Miller has notified Texas and they feel that they can get by until we are back in production. This will be put in the Paco cartons so that the customer will probably not be aware that we have made a change, since they are apparently using the same source of metal that we are.

2. Our main problem at this time as far as the Sales Department is concerned is to get a better wall texture, principally in the area of less rewetting. We plan to evaluate Vince's product and our 5565 to see if one of these can be done at a slight additional cost. The Sales Department feels that we could stand at least an additional cost of 10¢ per bag if we did make a better product that the customer could see was actually better in this area.

3. Our 5535-H Finishing Compound is doing a real good job. The only possible thing that could be improved on this would be having it dry a little faster. Even though slow drying is an advantage, Don Marquardt feels that perhaps it is a little too slow and will be more evident during the winter season. Doug Merrill will make an experimental batch as soon as he has time.

4. Bob Miller advises us that we must now have a warning on each product container to indicate that asbestos is in the formula. Doug will do this immediately on all new bags as we re-order. Bob Miller has given him the correct terminology to use to make this correction. This is being done in order for us to comply with the new OSHA regulations concerning use of asbestos. It should be noted that this applies to dry-powder products only, since our ready-mix is not covered under this regulation and it is not necessary for us to label it.

5. We need a better means of identification on our extra slow Quik-Set Joint Cement since it is in the same colored bag as the slow type and it is quite easy to get them confused in the store. Bob Miller will check with Texas to see if they can give us the extra slow in a separate colored bag. Also, we would like to have a number on all three products if possible. Since we have numbers for the fast and the slow, Bob will see if he can get a number assigned in rotation for the extra slow as well.

6. Wes Wessel is making a survey of the ready-mix joint cement market in Los Angeles and will give Doug Merrill samples of Supro and Hamilton which appear to be the two that are the widest sold. These will be compared with ours and we will

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make whatever adjustments are necessary to fit that market. We will not require them to use the same formulas we are using in San Carlos.

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

KM BB 5320