PLAINTIFF'S EXHIBIT

GP-390

12/2/83
4 letters

Sales Representative

August 20, 1957

St. Louis Sales

Mr. T. J. Dalton

ACOUSTICAL PLASTER FOR MACHINE APPLICATION

H. D. Chm - dk

CC: Mr. M. C. Hoven - General Sales
Mr. C. G. Shuttleworth - Paoli Lab.
Mr. C. E. Abbey - General Sales
Mr. G. L. Fuhri - St. Louis S/R
Mr. C. H. Kopec - St. Louis Sales

Re: Job M-17 School
G. Robertson Plastering Co.

Tom you now have your copy of Mr. Abbey's memo to Chester Kopec regarding the price on Accoustical Plaster and the types of Accoustical Plaster shipped by U. S. Gypsum Company. Will you please give us answers to the questions asked in Mr. Abbey's memo.

RECEIVED
PAOLI, PENNSYLVANIA
AUG 22 1957
CERTAIN-TEED PRODUCTS CORPORATION

8/21/57

AR 5183
5 letters

General Sales | August 20, 1957 | St. Louis Sales

Mr. C. E. Abbey

7/22 and 8/13/57

MACHINE APPLICATION
ACOUSTICAL PLASTER
T. J. Dalton - dk

RECEIVED
PAOLI, PENNSYLVANIA
AUG 22 1957
CERTAIN-TEED PRODUCTS
CORPORATION

CC: Mr. H. D. Ohm - St. Louis Sales Re: Prices Paid by Dealer
Mr. M. C. Hoven - General Sales
Mr. C. G. Shuttleworth - Paoli Lab.

Please excuse me for the length of time it took for me to get the following information.

First, your letter dated July 22 was received at my home by me at 6 P. M. on Friday, July 26. I started my vacation on Monday, July 29, so I phoned George Fuhri on previous Saturday to get this information from Kahlmeyer at your request.

I started back to work on Monday August 12 and made two trips last week to see Carl Kahlmeyer to get said information but he was not in either time. On Monday, the 19th, I did see Carl but he was too busy then so I made two trips today and finally got prices, according to U. S. G. invoice dated August 6, 1957, shipped to Kahlmeyer Bros., Inc.

200 Bags Red Top Audicote Acoustical Plaster Special White @ $3.00 Bag -		$600.00
800 Bags Satin White Audicote @ $2.40 Bag	1920.00	
	2520.00	
less Freight	164.80	
Net		$ 2355.20

Bags weigh 40 lbs. each

These same prices apply to National Gypsum Company Sprayolite Accoustical gun plaster in this whole area. St. Louis, Missouri and across the river in Alton and East St. Louis, Illinois.

Please disregard my memo dated August 18. I stated these prices applied to mixed cars and that is wrong. It must be straight cars of 40,000 lbs or 20 Tons minimum.

The L. C. L. price to the dealer in mixed cars of Plaster is;

$2.85 per 40 lb. bag Satin White
$3.45 per 40 lb. bag Special White

I am anxious to learn when we will have our gun accoustical plaster to sell and also the results, giving sound value and light reflection. Mr. Ohm suggested that I submit a name for this product so at the moment I offer

Best A Lite
Soft Lite
Veri Lite
Best Sound Control
Accoustical Lite Plaster

SGP 0018683