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September 8, 1971

Mr. L. E. Winter

Acme

C. W. Lehnert

Tigard

PLAINTIFF'S EXHIBIT

GP-771

EVALUATION OF COMPETITIVE ALL PURPOSE
JOINT SYSTEM

cc: Mr. T. W. Richards - Portland
Mr. K. J. Brown - Acme
Mr. J. B. Moss - Tigard

Lloyd, thank you for sending the comparison of the various All Purpose products. I imagine that the competitive products are the ones we compete with most in the markets serviced by Acme. It is interesting to note that three of these products have starch base adhesive. We have heard reports that U.S.G. was experimenting with a gypsum filler, but I gather that this particular product had a limestone filler or you would have indicated otherwise.

The next time you make a survey of Ready Mix joint system, we would like to see Kelly-Moore (Paco) Ready Mix included. Mr. W. E. Moore, president of Kelly-Moore, chided me a little bit by the fact that they had ousted us from the Tulsa market because they had a better Ready Mix than we do.

As time permits, we would also like to see a comparison of texture products. Some of the properties we would be interested in are water carrying, whiteness, hardness, binder, hiding, and application if you are able to determine this property.

Thanks again for the good report. This information is extremely helpful to us.

C. W. L.

CWL:elz

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