

KAI R GYPSUM COMPANY, NC.

INTER-OFFICE MEMORANDUM

0-7

TO
AT

J. H. Watson
White Plains

DATE

September 26, 1968

COPIES TO

R. H. James
E. A. Millis
R. C. Crowle

J. J. Hague
R. A. Costa
H. C. Dupuis

FROM
AT

S. J. Smith

SUBJECT

WALLBOARD ACCESSORIES

As you know when we started the Delanco accessory plant, two men were assigned--one in each district--to spend 50 per cent of their time on accessory products. Because the delay in the production of powdered material limited the sales of these products, these men were not utilized to their full 50 per cent in this capacity.

By the time you receive this memo, we should have the release on powdered joint and finishing compound, and we would expect that these two product specialists would be at least assigned the 50 per cent of their time in the promotion of these products.

I have written a memo to R. C. Crowle requesting that a full-time man be assigned to each district, starting immediately in order to try to catch up the sales that we should have had by now.

If this is not approved, at least I want the product specialists working 50 per cent of the time in each of the districts so that we get maximum efforts. If there is any problem along this line, I would appreciate hearing from you. If not, will expect the two product specialists working on accessories 50 per cent of their time.

SJS:jc

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