

Sigurd Plant

E.M. Rigby

PAOLI, PENNSYLVANIA

April 19, 1965

To: All Regional Sales Managers
All Area Sales Managers
All Salesmen

General Sales Bulletin #32-65

Subject: READY-MIX JOINT COMPOUND

Re: Improved Formulation
Hand or Machine Mix

Cc: Mr. R.I. Fredericks Paoli
Mr. K.A. McCaskill Paoli

By: C.E. Abbey /ghp

File - Gypsum Wall and Manual - Section 6A

The Manufacturing Department has improved the formulation of Bestwall's Ready-Mix Joint Compound and is now able to make two products, one designed for "Hand Application" and the other for "Machine Application".

The Akron plant will make White material for Hand application and Yellow material for application through mechanical tools, such as the Ames applicators. The Brunswick plant will make White material for both Hand and Machine applied material, the Fort Dodge plant will make Yellow material for both Hand and Machine applied material and also make White material for Hand application.

Stocking plants will have the type material available which is furnished by their normal producing Plant.

With the change in the weather and the elimination of freezing problems on shipments, you should increase your orders for Ready-Mix Joint Compound. The experience in several markets has indicated Bestwall has the best Ready-Mix product on the market today. Use it to sell other materials including other Joint System Textures and Wallboard.

Remember, all Ready-Mix is packed in the same 5-gallon printed metal pail. The Plant will stamp on the can to indicate "Machine" application material and also "Yellow" material. In other words, the standard can with no marking will be White material and will be for Hand application.

PLAINTIFF'S EXHIBIT

GP-833

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