Form 9040 40M 12-56
PRINTED IN U. S. A.

Bestwall - Certain-teed Sales Corporation

FOR Paoli Laboratory DATE August 26, 1957 FROM General Sales OFFICE

ATTENTION OF Mr. C. G. Shuttleworth SUBJECT ACOUSTICAL PLASTER FOR MACHINE APPLICATI

ANSWERING YOURS DICTATED BY C. E. Abbey - jam

PLAINTIFF'S EXHIBIT
GP-394

CC: Mr. C. E. Berzelius - Ardmore
Mr. O. F. Grieve - Paoli
Mr. R. Sikes - Ardmore

I have Mr. Watt's memorandum report on the above subject dated August 21. It would appear that the product that has been formulated is satisfactory and the next step now is to get technical data to back up the claims.

We need two factors. One is the sound absorption characteristic for 1/2" and 3/4" thicknesses and the second is the light reflection coefficient of the surface.

I realize that things are rather mixed up at the moment, but I believe regardless of any further developments these factors are needed and should be developed as soon as possible. Would you please get together information as to where you would have the tests made and what they would cost so that I can ask to get it approved if it is necessary. I want to get this under way as soon as possible and hope that either you through the laboratory end or I through the sales end here can get the approval necessary for the expenditure of the funds for the test work.

8/71

RECEIVED
PAOLI, PENNSYLVANIA
AUG 29 1957
CERTAIN-TEED PRODUCTS
CORPORATION

SGP 0018688