

R+N/83

St. Louis Sales

August 13, 1957

General Sales

Mr. G. Kopee

ACOUSTICAL PLASTER FOR
MACHINE APPLICATION

C. E. Abbey - cvo

8/7/57

PLAINTIFF'S EXHIBIT

GP-388

CC: Mr. M. C. Hoven - Ardmore
Mr. C. G. Shuttleworth - Paoli Lab.
Mr. H. D. Ohm - St. Louis
Mr. G. L. Fuhri - St. Louis S/R
Mr. T. J. Dalton - St. Louis S/R

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

THIS COPY FOR

Thanks for your information relative to the selling price of Acoustical Plaster. Just to be sure I understand you, the \$2.85 per Sack means \$142.50 per ton.

You say this is in 40 lb. bags in mixed cars or less than truckload shipments. If they ship this Acoustical Plaster in a mixed car with other gypsum products from their gypsum mills, is it still \$142.50 per ton?

We have never been too sure, from the literature angle, but felt that U.S.G. only had one material in Audicote (that is, they did not have a Natural White and a Super White) but that National had two materials. I would be interested in knowing whether, in the field, you have a bag of Audicote indicating two different materials, one more white than the other. I would also like some confirmation on the Gold Bond.

I take it from your memorandum that the price you've shown is the manufacturer's price to the dealer. What do you find the dealer charges the plasterer for the materials shown in your memorandum at \$2.85 per sack Natural White?

[Handwritten marks: a large 'S' and '92' with 'H/9/56' below it]

RECEIVED
PAOLI, PENNSYLVANIA

AUG 16 1957

CERTAIN-TEED PRODUCTS
CORPORATION

SGP 0018680