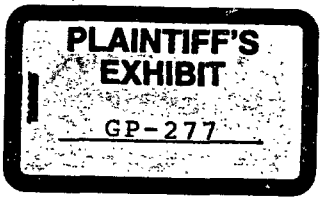
K. L. Grant
Nova Scotia



Ardmore, Pennsylvania

October 15, 1962

TO:
All District Sales Managers
All Salesmen

CC:
Mr. Malcolm Meyer - President
Mr. K. A. McCaskill - General Sales Mgr.

General Sales Bulletin #119-62

SUBJECT: LITE ACOUSTICAL PLASTER

RE: Discontinuance of Product

BY: C. E. Abbey - sad

Due to the continued poor sales of Bestwall Lite Acoustical Plaster, it has been decided to discontinue the sale of this material. It will not be shown in Bestwall Literature after January 1, 1963. Raw materials left will be consolidated at those plants where there are job commitments that need to be met.

Please discontinue soliciting new orders for this material immediately. Where a contractor or architect sees the material advertised, as in Sweets Catalog of 1962 or some other Bestwall literature, orders may be accepted for shipment on or before December 31, 1962. Where a firm order is offered for shipment in 1963, advise General Sales through your District Office so that a determination may be made as to what plant can ship the material if the order is accepted.

Will each District Office prepare a list of jobs calling for delivery later in 1962 and send to Ardmore for the writer's attention by December 1, 1962.

In the event you have a large order in hand or pending, please advise immediately.

April 25, 1962

BESTEX #2

For Spray Application

TYPE ADHESIVE - Protein binder base, water solvent.

USE - For spraying texture finishes over drywall construction.

OUTSTANDING PROPERTIES

(1) Application - Can be used in most types of spray equipment.

(2) Whiteness - Superior whiteness, second to none now available on the market.

(3) Hiding Power - High pigment loading enables this product to possess excellent hiding power.

(4) Versatility - Through the addition of various amounts and and grades of perlite or similar aggregates, numerous varieties of texture finishes can be obtained. Anything from a relatively smooth texture, such as fog and orange peel, to a relatively coarse texture, such as a simulated acoustical finish, is possible. Competitive textures which have premixed aggregate do not possess this versatility.

(5) Coverage - Excellent coverage makes this product a very economical texture product for use in drywall construction - 16 lbs. to 88 lbs. per 1000 sq. ft. depending upon the type of texture applied.

(6) Paintability - This product may be painted over, if desired.

(7) Tinting - Latex or other type water thinned paints may be added to Bestex to tint. Be sure the applicator mixes the Bestex and allows it to soak permitting the casein content to go into solution before the paint is added.

Suggested Perlite Concentrations and Consistencies*
For Some Types of Texture Finishes

(1) Orange Peel - No perlite; approximately 2 gals. of water per 25 lb. bag.

(2) Sand Finish - 1½ lbs. of perlite (preferably all through a 20 mesh screen) per 25 lb. bag; approximately 2½ gals. of water per bag.

(3) Simulated Acoustical Finish - 13½ lbs. of plaster grade perlite per 25 lb. bag; approximately 3 gals. of water per bag.

*These consistencies will vary with different types of equipment and flexibility of the equipment used. Suggest the applicator experimer at the start for best combination for desired results.

NOTE: When the higher concentrations of perlite or other aggregate are used, means should be provided for keeping the mix in constant agitation during application to prevent aggregate separation.

CONFIDENTIAL PROPRIETARY

CURRENT F.O.B. MILL PRICES AT

SUPPLEMENT 1
EXHIBIT A, PAGE 1
EFFECTIVE: FEBRUARY 15, 1963 R

GYPSUM BOARD PRODUCTS			ACME TEXAS	AKRON NEW YORK	BESTWALL (BLUE RAPIDS) KANSAS	BRUNSWICK GEORGIA	FORT DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGURD UTAH	WILMINGTON DELAWARE
REGULAR WALLBOARD	1/4"	(M SQ.FT.)	$ 32.50	$ 32.50	$ 35.00	$ 39.25	$ 32.50	$ 32.50	$ 34.50	$ 32.50	$ 34.00
REGULAR WALLBOARD	3/8"	"	36.00	36.00	38.50	36.50	36.00	36.00	38.00	36.00	37.50
REGULAR WALLBOARD	1/2"	"	42.75	42.75	45.25	44.00	42.75	42.75	44.50	42.75	44.00
REGULAR WALLBOARD	5/8"	"	53.00	53.00	55.50	53.00	53.00	53.00	54.50	53.00	54.00
FIRETARD WALLBOARD	1/2"	"	48.75	48.75	-	51.00	48.75	48.75	49.50	-	49.00
FIRETARD WALLBOARD	5/8"	"	58.00	58.00	60.50	60.00	58.00	58.00	59.50	58.00	59.00
REGULAR BACKER	3/8"	"	33.00	33.00	-	33.50	33.00	33.00	-	33.00	34.50
REGULAR BACKER	1/2"	"	-	39.75	-	41.00	39.75	39.50	-	39.50	-
FIRETARD BACKER	5/8"	"	54.00	(54.00)	-	54.00	54.00	54.00	-	53.50	55.00
CORE BOARD	1"	"	94.00	-	-	94.00	94.00	-	-	-	-
WOODGRAIN WALLBOARD	3/8"	"	70.50	70.50	-	71.00	70.50	70.50	72.50	70.50	72.00
VINYL FACE WALLBOARD	3/8"	"	175.00	175.00	-	175.00	175.00	175.00	-	-	175.00
VINYL FACE WALLBOARD	1/2"	"	185.00	185.00	-	185.00	185.00	185.00	185.00	195.00	185.00
GYPSUM LATH - PLAIN OR PERFORATED	3/8"	"	27.75	27.75	30.25	28.00	27.75	27.75	29.50	27.75	29.00
GYPSUM LATH - PINHOLE	3/8"		27.75	27.75	30.25	28.00	27.75	27.75	29.50	27.75	29.00
GYPSUM LATH - PLAIN	1/2"		(31.75)	31.75	33.75	32.00	31.75	31.75	-	31.75 -/	32.75
LONG LENGTH LATH-PLAIN	1/2"		(39.75)	39.75	41.00	41.00	39.50	39.50	-	39.50 -/	(41.00)
T-C LATH	3/8"		(35.00)	35.00	-	35.50	(35.00)	35.00	-	35.00	(36.50)
T-C LATH	1/2"		(41.75)	41.75	-	43.00	(41.75)	41.75	-	41.75	(43.00)
PANEL BOARD-16" WIDE	3/8"		(39.00)	-	-	-	-	-	-	-	-
GYPSUM RIBS	1"		90.00	90.00	-	90.00	90.00	90.00	-	90.00	-
GYPSUM RIBS	1 1/4"		115.00	115.00	-	115.00	115.00	115.00	-	115.00	-
GYPSUM RIBS	1 1/2"		125.00	125.00	-	125.00	125.00	125.00	-	125.00	-
GYPSUM RIBS	1 3/4"		145.00	145.00	-	145.00	145.00	145.00	-	145.00	-
FOILBACK WALLBOARD	3/8"		51.00	51.00	-	51.50	51.00	51.00	-	51.00	52.50
FOILBACK WALLBOARD	1/2"		57.75	57.75	-	59.00	57.75	57.75	-	57.75	59.00
FOILBACK WALLBOARD	5/8"		68.00	(68.00)	-	68.00	68.00	68.00	-	68.00	-
FIRETARD FOILBACK	1/2"		63.75	(63.75)	-	66.00	63.75	63.75	-	-	64.00
FIRETARD FOILBACK	5/8"		73.00	(73.00)	-	75.00	73.00	73.00	-	-	-
FOILBACK GYPSUM LATH	3/8"		(42.75)	-	-	43.00	42.75	(42.75)	-	42.75	44.00
FOILBACK GYPSUM LATH	1/2"		(46.75)	-	-	47.00	46.75	(46.75)	-	-	-
*GYPSUM SHEATHING	1/2"		36.50	38.50 -/	39.00	37.50	36.50	36.50	35.00	39.50	39.50

*AVAILABLE FROM FT. DODGE PLANT ONLY ON SPECIAL ORDER

1/2" CORE TREATED SHEATHING WITH ONE SIDE IVORY FACE PAPER - F.O.B. (44.00) -/
1/2" CORE TREATED SHEATHING WITH ONE SIDE FOIL - F.O.B. (56.00) -/

CURRENT F.O.B. MILL PRICES AT

SUPPLEMENT 1
EXHIBIT A, PAGE 2
EFFECTIVE: FEBRUARY 15, 1983 R

	Bags	Acme Texas	Akron New York	Bestwall (Blue Rapids) Kansas	Brunswick Georgia	Ft. Dodge Iowa	Grand Rapids Michigan	New Orleans Louisiana	Sigurd Utah	Wilmington Delaware
Plaster Products - Per Ton										
Neat Base Plaster	100#	$18.25	$18.25	$20.75	$20.00	$18.25	$18.25	$20.25	$18.25	$19.75
Gauging Plaster Local	100#	(19.00)	(19.00)	-	-	(19.00)	19.00	-	(20.25)	-
Gauging Plaster White	100#	(20.50)	(32.25)	(20.50)	(25.40)	29.15	(83.95)	23.90	(21.25)	(23.80)
Molding Plaster Local	100#	(19.00)	(19.00)	-	-	(19.00)	(19.00)	-	(20.25)	-
Molding Plaster White	100#	(20.50)	(32.25)	(20.50)	(25.40)	29.15	(33.85)	23.90	(21.25)	(23.80)
Wood Fibered Plaster	100#	(18.25)	(18.25)	20.75	20.00	(18.25)	18.25	(20.25)	(18.75)	19.75
Concrete Bond Plaster	100#	(19.25)	-	-	(21.00)	-	-	-	(19.25)	-
Light Mix Base Coat Plaster	80#	27.00	27.00	29.50	28.00	27.00	27.00	25.50	26.00	28.00
Light Mix Masonry Plaster	80#	(30.80)	(31.50)	(33.00)	-	30.50	(30.50)	-	(28.00)	34.50
Keene's Cement	100#	(35.15)	(44.45)	(35.15)	(47.75)	(37.55)	(42.05)	(39.95)	(28.50)	(46.05)
Finishing Lime	50#	(39.85)	(33.77)	(38.35)	(40.61)	(36.55)	(31.55)	(37.58)	-	(35.66)
Joint Treatment Products (Current Bestwall Delivered Carload Price to Bestwall Customer)										
All Purpose Joint Compound	25# Bag	1.50	-	1.50-/	-	-	-	1.50	-	-
Joint System #1 250 Ft. Tape 18# Compound	20# Bag	2.38	2.38	2.38	2.38	2.38	2.38	2.38	2.85	2.38
Joint Compound	25# Bag	1.90	1.90	1.90	1.90	1.90	1.90	1.90	2.33	1.90
Bedding Compound	25# Bag	1.90	1.90	1.90	1.90	1.90	1.90	1.90	2.33	1.90
Topping Compound	25# Bag	1.93	1.93	1.93	1.93	1.93	1.93	1.93	2.33	1.93
Fast Set Compound		2.12	2.12	2.12	2.12	2.12	2.12	2.12	2.55	2.12-/
Laminating Compound	25# Bag	3.50	3.50	3.50	3.50	3.50	3.50	3.50	4.00	3.50
Texture Finish	25# Bag	1.69	1.97	1.97	1.97	1.97	1.97	1.97	2.23	1.97
Masonry Adhesive	50# Bag	4.59	4.50	4.50	4.50	4.50	4.50	4.50	5.00	4.50
Joint Compound	6-5# Boxes Per Carton	3.24	3.24	3.24	3.24	3.24	3.24	3.24	4.19	3.24
Joint System #2	8-5# Boxes Per Carton	4.43	4.43	4.43	4.43	4.43	4.43	4.43	5.88	4.43
Paper Tape - 500 Ft. Per Roll		.94	.94	.94	.94	.94	.94	.94	1.10	.94
Paper Tape - 250 Ft. Per Roll		.48	.48	.48	.48	.48	.48	.48	.70	.48
Paper Tape - 60 Ft. Per Roll		.20	.20	.20	.20	.20	.20	.20	-	.20

Miscellaneous (Miscellaneous accommodation items (outside buys) 10% discount from Bestwall F.O.B. Mill Price)

P. L. Grant
Nova Scotia

August 14, 1962

TO: All District Managers
All Gypsum Plant Managers

FROM: General Sales

CC: Messrs.
K. A. McCaskill - Ardmore
A. L. Meyer - Ardmore
E. L. Mongold - Ardmore
C. E. Martin - Ardmore
E. Hasenritter - Ardmore
O. F. Grieve - Paoli
E. B. Hollingsworth - Paoli
G. E. Wilson - Paoli

SUBJECT: JOINT SYSTEM SALES

RE: Carload and Truckload Shipments

BY: C. E. Abbey - sad

Your attention is called to a memorandum of June 1, 1961 under the above subject which gave a breakdown as to where carload shipments and truckload shipments of Joint System materials could be made and what the minimum weights were to protect Bestwall's interests. You realize that Joint System materials are sold on a delivered price basis and it behooves everyone involved to do everything possible to get the minimum weights shown to make the business profitable.

We are faced continually with the competitive situation in all areas of the country which makes it even more important that the minimum weights are paid. We full well realize that the merchandising plan permits certain minimum weights in the various price brackets but the cooperation of the sales people in the field is solicited to make this operation as popular as possible.

In the past month a survey was made of the truck and carload shipments out of Acme to determine how well the sales force were following the suggestions in the June 1961 memorandum. This analysis indicated that with one or two minor exceptions everyone involved is to be complimented in having followed through. There are many examples in the list which in some months involve as many as twenty-five shipments where the quantity was in excess of the amount required under the merchandising plan to take advantage of the lowest delivered price.

However, freight rates are continually changing and to add to the problem, Bestwall has put into operation additional plants. It is necessary, therefore, to revise the material that was shown in the June 1, 1961 letter. Would you please review carefully the following breakdown. In this regard, notice that in some instances more than one minimum rate will be shown. It is, of course, to the advantage of Bestwall to have quantities shipped in the highest minimum weight bracket possible.

Rail Shipments Direct From Acme, Texas

East of the Rockies, with exceptions noted below - 40 and 60,000 lbs.
California, Idaho, Montana, Nevada, Oregon and Washington - 65,250 lbs.
Arizona - ATSF R-Ash Fork, Matthie and east; Southern Pacific Lines-Yuma and east 40 and 60,000 lbs.
Arizona - west of the above - 65250 lbs.
Colorado - DRGW R.R. - West of Walsenburg - 40,000 lbs.
Colorado - other than the above 40 and 60,000 lbs.
New Mexico - DRGW R.R. - west of Antonito, Colorado - 40,000 lbs.
New Mexico - other than the above - 40 and 60,000 lbs.
Utah - DRGW R.R. West via Thistle to Sigurd and via Thistle to Ogden; U.P. R.R. and West via Evanston, Wyoming, Ogden. Salt Lake City to Provo - 40 and 60,000 lbs.
Utah - other than the above - 65,250 lbs.
Wyoming - U.P. R.R. west of Kemmerer - 65,250 lbs.
Wyoming - other than the above - 40 and 60,000 lbs.

Truckload shipment of Joint System items shall be made:

(a) From Acme into the States of Arkansas, Colorado, New Mexico, Oklahoma, Texas, Mississippi (Vicksburg only), Tennessee (Memphis only), and Louisiana (West of Baton Rouge which is the major portion of that state).

(b) From Akron, New York into that part of New York (approximately the western half) not to be serviced out of Wilmington and into the Pennsylvania counties of Bedford, Blair, Centre, Montour, Snyder, Sullivan, Susquehanna, Union, Wyoming, and all counties west of those listed.

(c) From (Bestwall) Blue Rapids, Kansas into the states of Kansas, Missouri, and Nebraska.

(d) From Brunswick into the states of Florida, Georgia, South Carolina, and North Carolina.

(e) From Fort Dodge, Iowa into the states of Illinois, Iowa, Minnesota, North Dakota, South Dakota, Wisconsin, and upper Michigan.

(f) From Grand Rapids into the states of Indiana, Ohio, Kentucky, and lower Michigan and into the following counties only in West Virginia: Brooke, Cabell, Clay, Hancock, Jackson, Kanawa, Lincoln, Logan, Marshall, Mason, Mingo, Ohio, Pleasants, Putnam, Roane, Tyler, Wayne, Wetzel, Wirt, Wood.

(g) From New Orleans into the State of Alabama and into all of the State of Mississippi except Vicksburg, into all of the State of Tennessee except Memphis, and into that portion of Louisiana in the southern most area which lies east of Baton Rouge.

(h) From Sigurd only into the State of Utah.

(i) From Wilmington into the States of Connecticut, Delaware, Maine, Massachusetts, Maryland, New Hampshire, New Jersey, Rhode Island, Vermont, Virginia, the District of Columbia, and into the State of Pennsylvania in all of those counties east of those listed to be served out of Akron and into New York in Orange and Putnam counties and in all counties south and east thereof which includes Long Island and into West Virginia in all of those counties except those listed to be served out of Grand Rapids.

Less than truckload quantities should be shipped at less than carload quantities in conjunction with board products from gypsum plants servicing the account.

A sales merchandising minimum specified in the Bestwall price lists are designed to meet the competitive situations. However, again we are reminded that in order to take advantage of the lowest truck rates available and thereby obtain the best profit margin for the Company, efforts should be made to obtain the following minimum truckload minimum weights. Note that these weights will vary in different states and that again these are changed somewhat from the quantities shown in the June 1961 memorandum.

From Acme to -

Arkansas 30,000 lbs.
Colorado 30,000 lbs.
Louisiana 30,000 lbs.
Mississippi 22,000 lbs.
New Mexico 30,000 lbs.
Oklahoma 30,000 lbs.
Tennessee 22,000 lbs.
Texas 40,000 lbs.

From Akron to -

New York 40,000 lbs.
Pennsylvania 34,000 lbs.

From Blue Rapids to -

Kansas 34,000 lbs.
Missouri 34,000 lbs.
Nebraska 20,000 lbs.

From Brunswick to -

Florida 38,000 lbs.
Georgia 36,000 lbs.
S. Carolina 36,000 lbs.
N. Carolina 36,000 lbs.

From Fort Dodge to -

Illinois 30,000 lbs.
Iowa 30,000 and 40,000 lbs.
Minnesota 30,000 lbs.
N. Dakota 30,000 lbs.
S. Dakota 30,000 lbs.
Wisconsin 30,000 lbs.

From Grand Rapids to -

Indiana 36,000 lbs.
Kentucky 34,000 lbs.
Ohio 25,000 lbs.
W. Virginia 30,000 lbs.
Lower Michigan 50,000 lbs. (also have 20, 25 and 40 M rates)

From New Orleans to -

Alabama 34,000 lbs.
Louisiana 40,000 lbs. (also 20 M and 30 M rates)
Mississippi 34,000 lbs.
Tennessee 34,000 (also 22 M rates)

From Sigurd to -

Utah

From Wilmington to -

Cincinnati 30,000 lbs.
Delaware 30,000 lbs. (also 22 M rates)
Maine 30,000 lbs.
Maryland 30,000 lbs. (also 22 M rates)
Massachusetts 30,000 lbs.
New Hampshire 30,000 lbs.
New Jersey 30,000 lbs. (also 22 M rates)
New York 30,000 (also 22 M rates)
Pennsylvania 30,000 (also 22 M rates)
Rhode Island 30,000 lbs.
Vermont 30,000 lbs.
Virginia 30,000 lbs. (also 22 M rates)
District of Columbia 30,000 lbs. (also 22 M rates)

Everyone realizes the need to be competitive and everything possible is being done to make this true. However, each district manager must realize the importance of handling all orders in a manner that will produce the best profit to the Company.