PLAINTIFF'S EXHIBIT

GP-397

R# 5193

Dallas Sales Sept. 4, 1957 General Sales

Mr. R. E. Schilling ACOUSTICAL PLASTER

C. E. Abbey - cvc

CC: Mr. A. L. Meyer - Ardmore
Mr. C. G. Shuttleworth - Paoli
Mr. J. R. Watt - Paoli
Mr. R. Sikes - Ardmore
Mr. H. J. Zelms - Acme

RE: New Machine Application Material

THIS COPY FOR

The Laboratory has had Mr. Watt check the jo's in Chicago, St. Louis, and Jackson. It will be up to them to decide whom they wish to have check the jobs and I am giving them a copy of my answer to you and the suggestion that you make arrangements with them if they want Mr. Watt on the job so that he will know when it is and where it is. I am giving Mr. Shuttleworth a copy of this so he will be aware of the fact that you now have the material and that you will be ready to apply the material shortly.

Bear in mind that the base coat has to be applied one day and then there is several days drying since the base coat is supposed to be dry before the finish coat is put on. It could be worked that the same person could see both the job in Dallas and Houston at the same time, and it could be scheduled that one job could be bound out then the other job bound out, and then the first job finished and then the second job finished. However, that will be a detail the person who goes there will have to work out.

Incidentally, if Mr. Watt comes down there, be sure you use his time to full advantage since the work on the Acoustical Job will not take all the time it will be necessary for him to be in the area. Mr. Watt has had a great deal of experience with plaster and particularly with plaster applied by gun. You should use his free time from the Acoustical Job in calling on accounts where we have had a problem, in being sure your salesmen have all the questions relative to plastering problems answered, and in general, promote the sale of plaster products through his presence and help.

RECEIVED
PAOLI PENNSYLVANIA
SEP 6 19[illegible]
CERTAIN-TEED PRODUCTS CORPORATION

SGP 0018693