PLAINTIFF'S EXHIBIT

GP-410

Form BC184 50M 8 57
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Bestwall - Certain-teed Sales Corporation

FOR Paoli Lab. DATE Dec. 20, 1957 FROM General Sales OFFICE

ATTENTION OF Mr. J. R. Watt SUBJECT ACOUSTICAL PLASTER

ANSWERING YOURS DICTATED BY C. E. Abbey - jam

CC: Mr. A. L. Meyer - Ardmore
Mr. O. F. Grieve - Paoli
Mr. H. D. Ohm - E. St. Louis
Mr. C. G. Shuttleworth - Paoli

I have a copy of your memorandum of December 11 to Shuttleworth. The experience with the material apparently satisfies the plasterer who used it. However, I was under the impression this was a spray on job and I'm wondering two things. First, is the material entirely satisfactory for spray on and second, will a spray on application give the coverage you speak about in the last paragraph of your December 11 memorandum.

If you think this material is so good with hand application, then I want to say in the literature we put out about it that it can be put on and do a very good job by hand as well as being designed to be used with machine application.

Paoli Lab. Dec. 20, 1957 General Sales

Mr. J. R. Watt ACOUSTICAL PLASTER

C. E. Abbey - jam

CC: Mr. A. L. Meyer - Ardmore
Mr. O. F. Grieve - Paoli
Mr. H. D. Ohm - E. St. Louis
Mr. C. G. Shuttleworth - Paoli THIS COPY FOR

I have a copy of your memorandum of December 11 to Shuttleworth. The experience with the material apparently satisfies the plasterer who used it. However, I was under the impression this was a spray on job and I'm wondering two things. First, is the material entirely satisfactory for spray on and second, will a spray on application give the coverage you speak about in the last paragraph of your December 11 memorandum.

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SGP 0018740

R & D 182

Ardmore December 24, 1957 Paoli Laboratory

Mr. C. E. Abbey ACOUSTICAL PLASTER

J. R. Watt - cw

yours of 12-20-57

Read + sent out by CEB

cc: Messrs. A. L. Meyer - Ardmore
O. F. Grieve - Paoli
H. D. Ohm - St. Louis

The material is satisfactory for spray application. As you know it was developed mainly as a machine application plaster because most of this type (clay base) is applied in this manner. The material will, under proper conditions of mixing and application, give the coverage shown in the last paragraph of my letter of December 11. We obtained this coverage on a slightly different formula, applied with a machine, on the M-17 school in St. Louis. However, as stated in my letter of December 11 I do not think the trade should be told to expect this high a coverage figure but feel sure they can consistently get 9 - 10 yards per 40 lb. bag 1/2" thick which is more coverage than is obtained with most competitive materials.

The material is entirely satisfactory for hand application. We assumed you know this as hand application is included in the instructions.

We do feel that in the beginning at least the acoustical plaster should be sold by the job as is done with Kalite. There is a problem of ageing with this material. This is true of competitive materials. As time goes on we will develop more information on the ageing of the material under different conditions but at present we think it should be kept in a dry warehouse and used within six weeks after it is manufactured.

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