



GEORGIA-PACIFIC

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INTERDEPARTMENTAL COMMUNICATION

DATE: November 27, 1972

TO: * See Below

LOCATION:

FROM: G. E. Wilson

LOCATION: Portland

SUBJECT: Speed Set

As we are all aware, the quality of our Speed Set material has left a lot to be desired, which has resulted in a rather poor sales position on this material. In view of the Denscal we are supplying people making a competitive product, the overall sales position on this material seems to be increasing very rapidly, and we should put ourselves in a position to take advantage of this potential increase.

We have discussed in the past what could be done, and I would like to suggest two courses of action that be given attention. The first would be to change the location of the producing plant from Acme to Blue Rapids as soon as it is feasible to do so. Blue Rapids should be desirable since they are the supplier of the base Denscal that makes up a large portion of the Speed Set material. They also are best equipped for fine grinding and air separating and plaster to give us the best possible grinds on the material.

Also, production at Blue Rapids would help our overall rock situation, whereby we could use more of the fines that we continue to generate from the increase of sales in Densite and Denscal. In conjunction with this change of location, we should make a thorough study of the material that we have to see what can be done to basically improve the product if this is a problem.

If anyone else has any suggestions, please pass them along to Bill Lehnert.

G. E. W.
G. E. W.

GEW

To: Messrs. C. W. Lehnert - Tigard Lab
T. W. Richards - Tigard Lab
O. E. Burch
R. D. Meyer

RECEIVED
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PLAINTIFF'S EXHIBIT

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