

CC: A. L. Meyer - Ardmore
R. Smith - Ardmore Legal
E. B. Hollingsworth - Paoli
T. W. Richards - Sigurd

THIS COPY FOR

January 29, 1963

Mr. J. A. Marian
Product Manager
Gypsum Products
Johns-Manville Sales Corporation
Building Products Division
22 East 40th Street
New York 16, New York

Dear Joe,

I have your letter of January 23 relative to the bleeding complaints on lath products out of the Sigurd Plant. I have made an analysis of the shipments and the complaints we have to date. We have asked the Plant and they have agreed to send Mr. Rigby into the Los Angeles market to work with the J-M sales people in an effort to minimize any claims against J-M which may arise.

We are well aware of the seriousness of the complaint and are doing everything possible to determine exactly what is involved and to limit those claims.

We appreciate your assistance in helping us in this matter. As I told you over the phone, I cannot put in writing that we would give you a specific amount as a discount for this material if you were able to sell it. I told you that we certainly would accept any reasonable offer and that mentioned in your letter of January 23 seems within that range.

Very truly yours,

BESTWALL CERTAIN-TEED SALES CORP.

C. E. Abbey
Director of Technical Services

CEA:sad

1/30/63
mailed
CEA

JOHNS-MANVILLE

GYPSUM PRODUCTS DIVISION

JM

January 23, 1963

C. E. Abbey
Eastwall Certain-Teed Sales Corp.
120 East Lancaster Avenue
Ardmore, Pennsylvania

Dear Chet:

This refers to the numerous bleeding complaints on lath products out of the Sigurd Plant. I am in the process of compiling a complete resume of all complaints having bleeding problems. In addition to the existing complaints, I have requested the Seattle, Los Angeles, and San Francisco districts to try and dispose of any lath now in stock at 25 off the regular price. In addition, I have requested the Los Angeles office to try and dispose of the remaining 3,000 bundles still in stock at the Sigurd Plant. You will be notified within the next week if we can achieve this objective.

This letter is to advise you that J-M expects to be compensated for all credits which have to be processed due to the defective lath shipped from the Sigurd Plant. At the present time, it is conceivable that this total will approximate $6,000. The final tally will not be known until all the complaints have been settled.

Prior to the moving of any remaining stock at Sigurd, I would like verification in writing that Eastwall will allow up to a 20% discount for this material. Naturally we are desirous to assist in any way we can, but to meet J-M, I would like to have our verbal discussions in writing.

Very truly yours,

JOHNS-MANVILLE SALES CORP.

J. A. Marian
Product Manager
Gypsum Products

JAM:mc

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