

CC: K. A. McGaskil
A. L. Meyer
G. Wilson
R. Smith - Legal

M. Powers - Paoli
W. Reeves - Ardmore
H. J. Zeiss - Ft. Dodge
J. DiLorenzo - Akron

THIS COPY FOR

PLAINTIFF'S EXHIBIT

GP-1873

November 14, 1962

Mr. J. A. Mariani
Gypsum Products Manager
Johns-Manville Sales Corp.
22 East 40th Street
New York, New York

Dear Joe:

This will confirm the several telephone conversations we have had during the past three weeks relative to Bestwall Manufacturing gypsum ribs, 8" wide by 1-1/2" thick (three layers of 1/2" board) by 7' 1/2" long in quantity for shipment to Baltimore, Maryland.

Pricing for ribs is general w/covered in the Nov. 1 letter to you indicating that the price would be applicable F.O.B. to Akron, Akron, Brunswick, Fort Dodge, Grand Rapids, and Sigurd. Incidentally, in that letter of Nov. 1, Wilmington was not mentioned specifically, but the laminated ribs are not available out of the Wilmington Plant.

Based on your last call, which we will expect to be confirmed in writing, we will ship three truckloads of 1152 ribs each from the Akron Plant and two flatcars totaling 144 (plus) ribs from the Ft. Dodge Plant. We have given the destination for truck shipments out of Akron. The rail car destination in Baltimore is United Gypsum Products, Newland Ave. The routing you requested was I.S. or GAT, NEP, FOT, Western Maryland Delivery. Bestwall will allow Johns-Manville \$1.40 per GAT additional freight allowance on ribs shipped out of the Ft. Dodge Plant, to be shown on the face of the invoice. The plant was advised to ship 1152 ribs per car to meet 70 H pound minimum weight and also that they could increase this up 35 more to balance the car. In shipments from both Akron and Ft. Dodge the ribs will be loaded together in a unit of 2880 to 2900 pounds. There has been a great deal of confusion and finally too many people involved in this matter. The delivery date and schedule has been changed several times, and I repeat what I told you over the telephone that Bestwall cannot promise to have all of the material in Baltimore by Thanksgiving in view of the short time remaining after final approval was given to the orders. Laminated ribs cannot be made as fast as board.

lib
11/15/62

SGP 0024546

CC: K. A. McGee .1 M. Powers - Paoli
A. L. Meyer W. Reeves
G. Wilson H. J. Zeiss
R. Smith - Legal J. DiLorenzo

- 2 -

Mr. J. A. Marian
Johns-Manville Sales Corp.
New York, New York

November 14, 1968

Bostell has done everything possible to cooperate and make it possible for Johns-Manville to meet the obligation on this job. You can help the matter in the future by determining as early as possible for any job the requirements for special material and then giving an actual order to the Bostell plant involved subject to approval of the General Sales of Bostell Oxygen Company in Ardmore if necessary, but nevertheless a firm order against which the plant can begin operations once it has been established that the order should go ahead.

Your attention was called to the possibility of weather problems enroute from Ft. Dodge to Baltimore at this time of the year. You indicated the shipment must be made on flatcars for unloading purposes.

Very truly yours,

BOSTELL OXYGEN-GAS SALES CORP.

G. E. Abbey

Administrative Assistant
Director of Merchandising

SGP 0024547