CC: Mr. Malcolm V [illegible] Ardmore
Mr. K. A. Mac[illegible]kill - Ardmore
Mr. A. L. Meyer - Ardmore
Mr. R. Smith - Ardmore ← THIS COPY FOR
Mr. O. F. Grieve - Paoli
Mr. S. Jorgensen - Wilmington
Mr. H. W. Reeves - Ardmore
Mr. J. DiLorenzo - Akron

TD-410

PLAINTIFF'S EXHIBIT

GP-2085

July 26, 1962

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

Dear Jack:

As with the previous months, this letter is to advise you that the shipments of Johns-Manville gypsum board products out of the Wilmington Plant have been exceeding the contract minimum quantities on a daily basis. As of Monday, July 23, the total shipments were in excess of three million square feet. Thus, by Thursday the shipments to Johns-Manville accounts would exceed the contract maximum of 3,600,000 sq. ft. (10% of the contract footage available on a year's basis).

The plant has been advised that after the quantity of 3,600,000 sq. ft. on a 3/8" basis has been shipped to Johns-Manville accounts further shipments on J-M orders are to be made only if material and equipment are available after National orders have been arranged each day. Thus the plant may ship on J-M orders in excess of the contract maximum, if possible (where material and equipment are available).

The plant, of course, will continue to accept calls from Johns-Manville customers but will tell these customers that the Johns-Manville salesman will advise them when shipment may be made. The plant will give shipping information to the Johns-Manville Material Sales Office in New York. The Wilmington Plant will be unable to accept Johns-Manville orders for a specific day and time delivery to Johns-Manville accounts after the contract maximum has been exceeded.

You recall the permission given to ship out of Akron into the area served by Wilmington with the 15¢ per cwt. additional freight allowance. Another matter which would help the plant immensely and reduce the friction on orders would be to funnel orders through the J-M District Office into the plant during the later part of these months of high demand.

As has been discussed from time to time in the past you realize the demand on the Wilmington Plant for board products continues to grow. There is

every indication that this condition will continue during the next several months. The Bestwall Gypsum Company continues to do everything possible to alleviate the situation and transfer many orders to other plants to conserve the quantity available out of Wilmington for service as well as can be done at this time.

Very truly yours,

BESTWALL GYPSUM COMPANY

C. E. Abbey
Merchandise Manager - Gypsum

CEAimm

CC: Mr. F. E. Datcher
Johns-Manville Sales Corp.

7/27/62
noted - file
ADT