

DATE 6-25-62

WASHINGTON OFFICE

CONTENTION OF

EXHIBIT CONTRACT QUANTITIES

RECEIVED BY

cc: Mr. Malcolm Moyer - Ardmore
 Mr. E. A. McCasill - Ardmore
 Mr. O. F. Grieve - Pooli
 Mr. E. R. Hollingsworth - Pooli

Mr. A. B. Moyer - Ardmore
 Mr. E. Smith - Ardmore
 Mr. H. M. Reeves - Ardmore
 Mr. M. J. DiLoreano - Akron

THIS COPY FOR

We would like to take this opportunity to offer a few comments on your letter of June 19, 1962 to Mr. J. A. Marian. To our way of thinking a sudden enforcement of Johns-Manville contract quantities in the latter part of any given month is detrimental to a smooth working sales agreement and a serious threat to an efficient loading operation, unless certain relative problems can be resolved.

First, let's consider the rate at which we are currently servicing J-M orders. As of June 18 we were already approaching the 3.6 million square foot monthly maximum. Certainly the J-M contract was not established with the intent that any one Bestwall plant should ship its entire allowance during the first two weeks of a month. Should the volume of Bestwall orders materialize as expected it will eventually be necessary to restrict Mansville orders on a daily basis. We feel we should lay the groundwork for this shortly.

As previously suggested, we would like to see our Johns-Manville orders channeled through one of their sales offices. This office could then coordinate with our expeditor as to availability, establish priorities in line with their own policies, and effectively utilize the facilities of our Akron plant as necessary. We hardly believe that the responsibility for allocating J-M orders should be placed solely on our expeditor's desk. This is a first echelon diplomatic problem; and Johns-Manville personnel, thoroughly familiar with the terms of our agreement, should assist by establishing the required understandings with their customers.

Finally we want to strongly emphasize that under present conditions it is not practical to put off J-M commitments until Bestwall orders are arranged each day. J-M orders are continually received early each morning; while the majority of Bestwall orders come in after 3 o'clock. Aside from the problem of arranging priorities, this means that the first shift of our loading department would have little to do and the second shift would most certainly run into overtime. Our billing department also incurs overtime two or three days a week due to this influx of late orders. We are sure you are aware that nearly all of our orders, J-M and Bestwall, are time deliveries. This, of course, adds to the confusion. If we are to give Bestwall 100% priority, after J-M has passed their maximum allowance, we feel that some effort must be made to expedite the flow of orders from our sales offices.

PLAINTIFF'S EXHIBIT

GP-2091

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