

United States Gypsum Company
101 South Wacker Drive, Chicago 60606

December 18, 1970

Mr. Leonard W. Weaver
Product Development Manager
Bird & Son
East Walpole, Mass. 02032

Re: Class A Roofing

Dear Len:

I apologize for the delay in responding to your December 1 letter. What with travel schedules and so on, it just took unduly long to assemble the different segments of information required to give a complete picture.

I find that we have in inventory at Southgate, Calif., some 55 lb. felt. We could make three rolls available to you if you wish. This would amount to about 4,500 lbs. of felt. Our limited production of this weight at Southgate has resulted in high cost, and it would be necessary for us to charge you \$140 - \$145 per ton F.O.B. Southgate. By the time you shipped the felt to Charleston, it would be a pretty expensive commodity.

From the tenor of your letter, we judge that you would probably rather experiment with a 45 lb. felt. Since our Jersey City Plant is scheduled to start back into Class A production in February of next year, you might prefer to wait the few weeks which would be involved and get some Jersey City felt for your Charleston trials.

Please let me know what you would like to do, and we shall do our best to accommodate you.

One other point needs to be mentioned to be sure there is no misunderstanding. Our discussions last month expressed our willingness to supply you with start-up felt, probably to the extent of only a relatively small number

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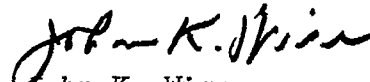
of rolls. We do not envision that we will have excess
felt capacity from which to supply your needs for any
appreciable period of time.

I shall be on vacation until January 11. If you
need some answers before then, please call either Fred
Williams or John Schroeder, in order that response to
your inquiry not be delayed by my absence.

Fred and John join me in sending Season's Greetings
to all of you at East Walpole.

Very truly yours,

UNITED STATES GYPSUM CO.


John K. Wise

JKW/pn

cc. F. C. Williams
J. F. Schroeder