

Paoli

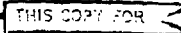
March 29, 1963

General Sales

Mr. W. B. Powers

JOHNS-MANVILLE

C. L. Abney - sad

CC: Mr. R. Smith  Re: Request for 23 $\frac{1}{2}$ " Wide
Board at Acme

As I asked you over the telephone the other day, I wish you would get out the file and review the entire matter.

Johns-Manville has been after since August or September in 1962 to make a 23 $\frac{1}{2}$ " wide backer board product with recessed edges. They have agreed to take a minimum quantity of 250,000 feet per month. They have agreed to pay a couple dollars a thousand extra cost. They have agreed to pay the cost of the tapes that would be necessary for holding the recess after it is formed.

I feel very strongly that Bestwall has been dragging their feet. I believe that potentially they have an excellent movable partition system if they can get such a product. This product must be of 1/2" thick material. There have been some sketches submitted showing the tolerances they wanted, which we said we could meet. They now come back and ask us to indicate what tolerances we could provide.

We certainly have the capacity to make this board at the Acme Plant and if they are successful, would certainly like to have this business continually. Since they will bear the cost, would you please review the file and see if we can't give them some product that might serve their purpose.

S - 4/1/63