

PLAINTIFF'S EXHIBIT

BIR-491

JOHNS-MANVILLE

SALES CORPORATION

BUILDING PRODUCTS DIVISION

270 MADISON AVENUE • NEW YORK, N. Y. 10016 • TELEPHONE: LEXINGTON 2-7600 • AREA CODE 212

IN NORTHERN NEW JERSEY CALL
MARKET 3-7119



Address your reply to
P. O. BOX 270
Murray Hill Station
New York, N. Y. 10016

August 19, 1968

Mr. Carroll Hinds
Bird and Son Inc.
East Walpole, Mass. 02032

Dear Carroll:

In reference to my letter of March 4, 1968 and our conversation of June 4, 1968, the Johns-Manville S-801 and S-803 Roofing Base Mats are no longer available for sale outside of Johns-Manville.

This is due to the fact that top management of J-M has advised that our own Fiber Glass Shingle Program is going to use all of the production of this Glass Mat.

I am sorry if this has inconvenienced you in any way, but I do have an alternative product to offer you for shingle manufacturing. The product I am referring to is designated PS116 Bonded Mat. Its properties are as follows:

Binder - Phenolic

Thickness - .020" mil and .035" mil

Standard Widths - 36" and 48"

Standard Lengths - 3000 Lin. Ft.

Price - .020" mil C/L	\$.57 per sq. (100 SF)	Delivered
	LCL \$.90 per sq. (100 SF)	Delivered
.035" mil C/L	\$.90 per sq. (100 SF)	Delivered
	LCL \$1.15 per sq. (100 SF)	Delivered

C/L - approximately 8000 sqs.

LCL - all quantities less than carload

Terms - Net 30 days.

BIRD 015684

