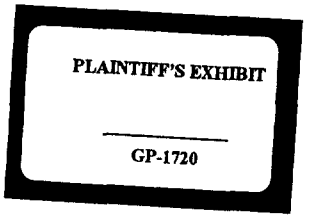
PLAINTIFF'S EXHIBIT

GP-1720



cc: Messrs:
Malcolm Meyer - Ardmore
K. A. McCaskill - Ardmore
A. L. Meyer - Ardmore
G. E. Wilson - Paoli
R. Smith - Ardmore (Legal Dept.) ← THIS COPY FOR
M. S. Jorgensen - Wilmington Plant B/W

April 21, 1964

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

Dear Joe:

In reviewing the shipments of Gypsum Board Products from the Wilmington Plant for the month of April, we wish to inform you that shipments to Johns-Manville accounts totaled 3,613,578 sq. ft. through April 20th. As of that date you exceeded the contract maximum for the month.

This letter is written to call your attention to the continued excessive demand on the Wilmington Plant by Johns-Manville. As of the day on which the plant records indicate 3,600,000 sq. ft. have been shipped to Johns-Manville accounts, the plant may ship on further Johns-Manville orders in excess of the contract maximum if possible, and if material and equipment are available, after Bestwall orders have been arranged for each day. This month the maximum was exceeded on the 20th.

The Manufacturing Plant personnel are doing everything possible to get maximum production out of the plant facilities and to satisfy both Bestwall and Johns-Manville customers to the fullest extent possible. There is no question that the efforts of the Johns-Manville Sales Organization, in holding the sales volume out of the Wilmington Plant to the highest level, are appreciated.

Very truly yours,

BESTWALL GYPSUM COMPANY

EDW. F. FATZ
Commodity Manager

EFF/def

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