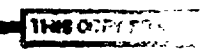
Ralph Meyer - Ardmore
K. A. McCaskill - Ardmore
A. L. Meyer - Ardmore
O. E. Wilson - Ardmore
R. Smith - Ardmore (Legal Dept.) 
O. F. Grieve - Paoli
S. Jorgensen - Wilmington Plant

PLAINTIFF'S EXHIBIT

GP-1864

January 30, 1963

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

Dear Joe:

In reviewing the shipment records of board from the Wilmington Plant, the total footage on a 1/2" basis shipped to Johns-Manville Accounts, as of Thursday, January 24th, amounted to 3,012,155 square feet. This represents seventeen shipping days, indicating approximately 168,000 square feet per day. With the maximum contract figure of 3,600,000 square feet per month, it is possible, at this rate, to exceed the contract maximum before the end of 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 square feet 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.

As had been mentioned in previous correspondence relative to this matter, 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 order volume out of the Wilmington Plant to the highest level, are appreciated.

Very truly yours,

BESTWALL GYPSUM-TEXS SALES CORPORATION

O. E. Wilson
Administrative Assistant (to)
Director of Merchandising

1/4/63

OEWork

SGP 0024525