PLAINTIFF'S EXHIBIT
GP-1865

Dict. January 17
Ardmore January 25, 1963 General Sales

R. A. Meyer JOHNS-MANVILLE

C. E. Abbey - sad

CC: L. A. McCaskill - Ardmore Re: 1962 Shipments
R. Wilson - Ardmore
R. Smith - Ardmore Legal ← THIS COPY FOR

The attached tabulation represents a summary of the shipments of board, plaster, and joint system materials from the Bestwall Gypsum Plants on J-M orders during 1962. Please notice several things. First, the total shipments of J-M just barely exceed the contract minimum for the total company (approximately 3%). J-M did not ship the contract minimum from Acme, Akron, Blue Rapids, Brunswick, nor Grand Rapids and under the terms of the contract are subject to certain penalties.

Notice the shipments out of Wilmington, for what might be considered only ten months full operation, more than exceeded the contract minimum. With the changes in distribution out of this plant as a result of Bestwall's cancelling the Barrett contract, the Wilmington plant will be hard pressed in 1963 and the J-M shipments will have to be held to the contract maximum, which, while it sounds harsh to say, would mean they would have to be on allocation, probably by May 1 if not sooner.

In analysing the figures, over 95% of J-M sales is in 1/2" Regular Gypsum Wallboard, 3/8" Regular Gypsum Wallboard, 5/8" Fireated Gypsum Wallboard, and 3/8" Gypsum Lath, with 1/2" Regular Gypsum Wallboard being over half of their sales.

Their plaster sales of just under 6,000 tons for the year on the basis of comparing plaster versus board versus Bestwall shows that they are only selling around 20% as much plaster as is Bestwall. Furthermore, if the plaster sales out of Brunswick were disregarded where they have had their most success, the sale out of the other eight plants would be very minor.

Their sale of joint system amounted to 1,594,000 pounds. Again comparing their joint system with the board footage they showed as compared to Bestwall's company sales, they are selling about 20% as much joint system as is Bestwall.

Again going back to the board items, their sale of specialty items is small in comparison to the sale of the specialty items by Bestwall.

I draw these various comparisons to your attention and the attention of others receiving copies of this memorandum, since I believe they should be kept in mind in considering any changes in the J-M-Bestwall contract. Bestwall has a considerable investment in packages of finished goods in some of these very slow moving items which are subject to warehouse lose due to the long time in stock.

1/28/63
noted - file
CAP

PLANT	TOTAL SHIPMENTS 1962	CONTR. MIN.	OVER CONT.	UNDER CONT.	TONS PER [illegible]	1000 J.P.
Acme	12,225.3	26,000	-	13,774.7	167.6	53.2
Akron	12,124.6	14,184	-	2,059.4	345.3	107.6
Blue Rapids	2,795.6	8,604	-	5,808	54.2	12.7
Brunswick	24,109	33,600	-	9,491	2,739.2	92.3
Fort Dodge	29,381.4	26,000	3,381	-	868.60	433.0
Grand Rapids	16,394.7	19,404	-	3,009	735.5	176.4
New Orleans	19,214.1	18,000	1,214	-	105.4	50.9
Sigurd	23,711.4	12,000	11,711.4	-	216.70	105.1
Wilmington	44,115.9	18,000	26,115.4	-	590.8	563.2
	(36,000 - yrs. max. ex by 8,115)					
TOTALS	184,072	175,800	42,422.3	34,142.1	5,823.3	1,594.0

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