

13-111

February 28, 1961

Mr. F. M. Datcher, Vice President
Johns Manville Sales Corporation
22 East 40th Street
New York 16, New York

Dear Mr. Datcher:

We have discussed the matter of Gypsum Board samples for your salesmen and customers and the following is offered in reply to Mr. Lennison's letter of February 20, 1961.

Bestwall will furnish Gypsum Board samples as per the attached list showing the product, size of sample and at the unit price indicated. The price shown is the cost of the sample including the sample, the plastic wrapping and the labels as well as a shipping carton. It does not include shipment charges which would be for Johns Manville's account. Looking at Bestwall records for the year 1960 on the number of samples shipped and the freight on those samples it would appear there was an average cost of \$0.115 for shipping each sample. Remember that your cost will be similar since Bestwall samples are shipped all over the company from the one sample department.

As to the cost of a set, the figure would depend on the group desired and may be based on these unit figures.

In so far as the art work is concerned, I find that Hibbert does not print all of Bestwall's but basically print the back little while the smaller face labels are printed by another concern. If the art work for the labels has not been sent to Hibbert the Bestwall Advertising Department could put them up for bid to the two companies taking an advantage of Bestwall experience and be sure these items were of the proper size to match the samples.

We will advise the sample department to hold Johns Manville requisitions until Johns Manville labeled samples are available. In the meantime, if you need some for your sales meetings they can be furnished as these recently sent to some Johns Manville sales offices.

Mr. F. A. Archer

February 28, 1961

W24

Enclosed please find an extra copy of this letter and enclosure
to be initialed and returned to Ardmore.

Very truly yours,


Arthur D. Graves
Secretary

AOG/aca

CK
7-8-61

SGP 0002484

Attachment for R. Ritchie's letter

<u>Kind of Sample</u>	<u>Size of Sample</u>	<u>Unit Price</u>
Gypsum Lath (Perforated)	3/8" x 8 1/2" x 11"	.40
Gypsum Lath (Perforated)	3/8" x 5 1/2" x 11"	.40
<u>Gypsum Wallboard</u>		
Gypsum Board - Standard	3/8" x 3 1/2" x 11"	.45
Gypsum Insulating Board - Tapered	1/2" x 3 1/2" x 11"	.45
Gypsum Board Firestop - Tapered	5/8" x 8 1/2" x 11"	.55
Gypsum Sheathing (T & G, set of 4)	1/2" x 6" x 11"	.50
<u>Wood Grain Gypsum Board</u>		
Dotty Pine - Square Edge	3/8" x 3 1/2" x 11"	.45
Pictured Aspen - Beveled Edge	3/8" x 8 1/2" x 11"	.50
Driftwood Mahogany - Beveled Edge	3/8" x 8 1/2" x 11"	.50
Autumn Mahogany - Beveled Edge	3/8" x 8 1/2" x 11"	.50
Yacht Mahogany - Beveled Edge	3/8" x 8 1/2" x 11"	.50
<u>Vinyl Covered Wallboard</u>		
<u>Beveled Edge Only:</u>		
Leafless Pine	3/8" x 8 1/2" x 11"	.55
Summit Pine	3/8" x 8 1/2" x 11"	.55
Snowdrift	3/8" x 8 1/2" x 11"	.55
Sand	3/8" x 8 1/2" x 11"	.55
Spring Green	3/8" x 8 1/2" x 11"	.55
Shadow Gray	3/8" x 8 1/2" x 11"	.55

SGP 0002485

Copy of J-M - Bestwall agreement 1/1/61

delivered to the following:

- A. L. Meyer - Ardmore
- R. Sikes - Ardmore
- C. E. Abbey - Ardmore
- N. J. Mueger - Ardmore
- Ardmore Cost Dept.
- H. G. Herold - Ardmore
- O. F. Grieve - Paoli
- John Vogelstein - New York City
- H. W. Hirsh - Chicago
- S. D. Leidesdorf - New York City