

CC: H. W. Reeves more -
R. Smith Legal Department

PLAINTIFF'S EXHIBIT

GP-2123

September 6, 1961

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

get gypsum contract

Subject: International Conference of
Building Officials.

Re: Research Recommendation Report No. 1000.5
Two-Hour Load Bearing Wall Construction

Dear Henry:

Forwarded herewith are three copies of the subject report dated July 7, 1961. This covers Firestop used in two layers over wood studs for a two-hour load bearing fire resistive construction.

Notice that this is the first of these reports that has been changed to include "Firetard" sold by the Johns-Manville Sales Corporation.

This will cost you \$55.00 and the Billing Department will bill you during the next month's time. This \$55.00 includes \$25.00 for adding your name to this listing and \$30.00 for including it in the list of approved materials in the monthly magazine beginning with the August issue and running through July of 1962.

In the future this will cost \$45.00 per year which is \$15.00 for the inclusion of the name on the card and \$30.00 for the publication.

I will assume, unless you write me to the contrary, that you will want to continue this yearly listing as long as the agreement between Bestwall and Johns-Manville remains in effect.

Please read this card carefully. In the first place it describes exactly what is approved. You should call this to the attention of your West Coast people. Of greater importance, however, is the format. This is the way the other cards will be altered unless you have some serious objections. Notice the way the trade name is included and the company listed.

SGP 0024666

Mr. E. A. Dennison

International Conference of
Building Officials

As I wrote to you some time ago, the I.C.B.O. have taken the position that they will not make any changes until the Research Recommendations applicable to Westwall Firestop come up for review at which time they will add the Johns-Manville names. Remember, in the meantime, they promised to write to any local building official where you have a sale of Firetard and are involved in one of the other approvals still under consideration.

Very truly yours,

WESTWALL CERTAIN-TEED SALES CORPORATION

CFA:rk

C. E. Abbey
Merchandise Manager - Cypres

P.S. I usually have a large number of these cards reproduced by Hibbert, our printer, at a very cheap rate and then distribute them in bulk to our West Coast Sales Districts so that they may have them to use both as literature advertising and proof to the building officials, contractors and builders that the material is covered.

7/7/61
muted - files
12/19