

cc: Messrs. W. W. Wright - Paoli
K. A. McCaskill - Paoli
G. D. Wilson - Paoli
R. L. Smith - Paoli
R. I. Fredericks - Paoli
A. L. Meyer - Paoli
H. C. Jorgensen - Wilmington Plant

PLAINTIFF'S EXHIBIT

GP-1698

October 23, 1964

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

Re: October Shipments -
Wilmington Plant

Dear Joe:

For your information, shipments of gypsum board products to J-M accounts from the Wilmington Plant totaled 2,950,560 sq. ft. through October 15th. This represents 11 shipping days or 268,233 sq. ft. per day. If shipments continue at the present rate through the balance of October, they should exceed 6,000,000 sq. ft. whereas the monthly contract maximum is 3,600,000 sq. ft. at the Wilmington Plant.

The Wilmington Plant will ship J-M orders in excess of the contract maximum for the balance of October provided material and equipment are available after Bestwall orders have been arranged for each day.

We will make every effort to attain maximum production at Wilmington to give both Bestwall and J-M customers prompt service.

Your continued fine sales effort with respect to shipments from the Wilmington Plant is appreciated.

Very truly yours,

BESTWALL GYPSUM COMPANY

R. Silas
Pricing Administrator

RS/caf

*Let
the
correspondence*

SGP 0024431