cc: Mr. A. A. McCaski - Ardmore
Mr. R. Smith - Legal Department
Mr. A. L. Meyer - Ardmore
Mr. E. B. Hollingsworth - Paoli
Mr. G. E. Wilson - Paoli
Mr. P. W. Richards - Sigurd
Mr. K. W. Brown - Acme
Mr. R. Sikes - Ardmore

PLAINTIFF'S EXHIBIT
GP-1853

July 18, 1963

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

Dear Joe:

On your receipt of your July 15th letter relative to the manufacture of 1/4" Gypsum Wallboard with square edges 48-1/2" wide, some further checking was done insofar as the ability of Bestwall to manufacture and ship from Sigurd, Utah.

Due to continued pressure on the manufacturing facilities at the Sigurd plant, my verbal advice that we would manufacture the product for J-M at Sigurd at $2.50 markup for the odd width board plus payment for the full surface measure, must be withdrawn. Bestwall will not be able to manufacture this special width board at the Sigurd plant under any circumstances.

In reviewing the matter at the Acme plant, the Bestwall Gypsum Company will accept orders at that plant for a 48-1/2" wide 1/4" square edge Gypsum Wallboard in minimum quantities on 80,000 square feet with a minimum of 15,000 square feet of any one length. It is understood the three lengths in question are 8', 9', and 10'. The standard 1/4" Gypsum Wallboard tape of J-M will be used for this product. The price to J-M will be $25.55 per M square feet F.O.B. Acme with no discount. This figure is arrived at by using the discount applicable to other gypsum wallboard products at the Acme plant and adding a $2.50 per M extra to the F.O.B. mill price at Acme for the odd width board. The total invoiced price will be arrived at on the basis of full surface measure. The plant will require one weeks notice to manufacture.

On receipt of this letter you may place orders to Acme for the product if you wish, but notice orders will not be accepted at Sigurd for the product.

Very truly yours,

BESTWALL CERTAIN-TEED SALES CORP.

C. E. Abbey
Administrative Assistant to
Director of Merchandising

CEA/ame

Mr. Richards: This has been discussed here in Ardmore, Please refer to the July 31, 1961 memorandum to you by Mr. A. L. Meyer. The same conditions apply today as were outlined therein. The only additional assistance we are giving you is by means of this letter to Johns-Manville on notice that after they have the 2,400,000 feet of board, it is entirely possible that the demand on your shipping and manufacturing capacities by Bestwall orders will make it impossible to ship any further J-M orders. Please be sure you advise the J-M district office involved where salesmen are calling for new orders and immediate shipments, please refer them to their district office. Where a J-M customer should call in an order, please be sure that you accept the order but preface the acceptance with the comments that it must be referred to the J-M District Sales Office involved due to the pressure of business and that the J-M District Sales Office will advise the customer as to when shipment might be made. Please be sure that your records are correct and that the 2,400,000 feet is correct and is a 3/8" basis.

July 16, 1961

In other words, this does not mean you are to give them 2,400,000 square feet surface measure.

CC: Messrs.
Malcolm Meyer - Ardmore
K. A. McCaskill - Ardmore
R. Smith - Ardmore Legal
A. L. Meyer- Ardmore
E. B. Hollingsworth - Paoli
T. W. Richards - Sigurd

THIS COPY FOR

Mr. J. [illegible] Arlen
Gypsum Products Manager
Johns-Manville Sales Corporation
22 East 40th Street
New York 16, New York

Dear Joe:

The plant manager at Sigurd, Utah has advised us that shipment to J-M accounts reached two million feet with those of the 15th of July for the first half of the month. At this rate of shipment, it would appear the plant will have shipped the contract maximum quantity on a monthly basis sometime on the 19th of the month, of 2,400,000 square feet.

This is to advise you that the Sigurd Plant will ship on Johns-Manville orders in excess of the 2,400,000 square feet during the remainder of the month of July only if material and equipment is available for such shipments. It may be very possible that orders which were entered some time ago may be delayed for as long as up until August. The plant is being advised to immediately give information relative to any delayed orders to the J-M District Office involved.

You are aware that there is additional capacity available for board shipments out of the Acme, Texas Plant which you are at liberty to use. You have the F.O.B. mill prices at Acme and your Traffic Department undoubtedly can give you the freight rates into various points in California if you wish to have such shipments made. Bestwall has used this means itself in an effort to take some of the pressure off of the Sigurd Plant.

It is entirely possible that strong demands on the Sigurd Plant will be continued for the next several good construction months. It is suggested you anticipate similar restrictions to those indicated above for the last half of the next few months.

Very truly yours,

BESTWALL GYPSUM-TEXAS SALES CORP.

C. S. Abbey
Administrative Assistant

Director of Merchandising

SGP 0024500