

cc: Mr. A. L. Meyer - Ardmore
Mr. J. DiLorenzo - Paoli
Mr. L. D. Powers - Ardmore
Mr. R. Smith - Legal Department
Mr. Coats - Akron

PLAINTIFF'S EXHIBIT

GP-1838

October 29, 1963

Mr. J. P. Ball
Staff Manager
Gypsum Products
Johns-Manville Sales Corporation
22 East 40th Street
New York 16, New York

Dear John:

SUBJECT: Local Gauging Plaster
Akron, New York Plant

On discussing the matter of maintaining J-M bags at Akron for local gauging plaster there on the approximate usage of five tons per month, the Manufacturing Department indicates this is insufficient movement to warrant stocking a printed bag.

The plant has plain bags which can be used to sack gauging manufactured at Akron the same day the order is received or the next day so that there would be no wait for this particular material. However, the bag will be plain and have to be stamped to indicate the contents.

After the usage has firmed up and grown considerably more than five tons per month, the Manufacturing Department will take steps to provide a printed bag. It is entirely possible you may develop other accounts as the business progresses.

Insofar as white gauging is concerned, this has to be manufactured at the plant in Blue Rapids. Bestwall cannot resack Bestwall labeled material at the plants in J-M bags. As Bestwall is receiving the carloads of material at Grand Rapids and Akron from Blue Rapids at regular intervals it would be a matter of giving the order to the plant and determining at the time the order was given when the white gauging could be received from Blue Rapids and be shipped to the customer. Insofar as the immediate problem with Keystone was concerned, I discussed this with Joe Marian over the telephone Friday. As it developed, a car was to be shipped from Blue Rapids to Akron Monday night or Tuesday night.

Very truly yours,

BESTWALL CERTAIN-TREED SALES CORP.

C. E. Abbey
Administrative Assistant
Director of Merchandising

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