CC: Mr. A. L. [illegible]yer - Ardmore
Mr. R. Sm[illegible]h - Legal Dept. ← THIS COPY FOR
Mr. J. Mannino - Paoli
Mr. F. Flowers - Ardmore

PLAINTIFF'S EXHIBIT

GP-2107

April 6, 1962

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

Dear Mr. Marian:

Within the past two weeks a letter was addressed to Mr. Dennison relative to which party should be responsible for charges of certain forms used in the sale of gypsum products manufactured by Bestwall to J-M accounts.

One of these forms used in quantity by J-M salesmen is the "Customer's Material Handling Information" sheet. In the interest of getting J-M setup rapidly to properly handle gypsum orders, Bestwall furnished this form in quantity. In the future, it will be J-M's responsibility to provide these forms to J-M salesmen so that they can get the proper information to the Bestwall plants to properly handle J-M orders. Forwarded herewith is a copy of Form BC362, which is the new revised form being used by Bestwall. You may use this as a guide in setting up the corresponding J-M form to be distributed through your normal channels to your sales people in the field.

Very truly yours,

BESTWALL CERTAIN-TEED SALES CORPORATION

C. E. Abbey
Merchandise Manager, Gypsum

CEA:mm

4/7/62
[illegible]

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