PLAINTIFF'S EXHIBIT

GP-1857

Ardmore 5/9/63 General Sales

Mr. A. L. Meyer J-4 CONTRACT

C. E. Abbey - amc

cc: Mr. W. A. McCaskill - Ardmore Re: Wilmington Shipments
Mr. H. L. Mongold - Ardmore
Mr. R. Smith - Legal Department ← THIS COPY FOR
Mr. S. B. Hollingsworth - Paoli
Mr. H. S. Jorgenson - Wilmington
Mr. R. Ilkes - Ardmore
Mr. G. Wilson - Ardmore

In reviewing the monthly reports, our shipments for J-4 out of Wilmington for the month of April on a 3/8" basis were 4,877,000 square feet. This is the largest quantity shipped on J-4 orders since October, 1962 when the figure was 5,140,000. The only other month that J-4 exceeded this quantity was in August of 1962 when it was 5,686,000. We realize the contract specifies a monthly minimum of 1,500,000 and a maximum of 3,600,000 which actually under the contract basis is a maximum of 36,000,000 per year.

I realize everyone in the Company is adverse to using the word "allocation". However, I think that all concerned should seriously consider the problem at Wilmington and the need to be prepared first to put J-4 on notice on quantities, and second that the Eastwall District Sales Managers be advised to the facts of life and understand that it will be up to them to do a selling job in the next several months and stop continually saying that "we have to be competitive".

In four months, J-4 has shipped 14,500,000 sq. ft., on this basis they will have shipped the contract maximum for the year out of the Wilmington plant by September and definitely no later than October.

What do we do then?

file 1205 5/10/63

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