

JOHNS-MANVILLE

SALES CORPORATION

BUILDING PRODUCTS DIVISION

22 EAST 40TH STREET • NEW YORK 16, N. Y. • TELEPHONE: LEXINGTON 2-7600



October 25, 1961

Mr. Lawrence Kent
Bestwall Gypsum Company
P. O. Box 4
Grand Rapids 1, Michigan

Dear Mr. Kent:

We understand that you are having some difficulty in determining which Johns-Manville district sales office is responsible for orders received at Grand Rapids.

When orders are telephoned if you would ask the salesman his district office, this should take care of phone calls. If orders are mailed, I believe that they would generally come from our district office which should show the location on the order.

If you continue to have difficulty in identifying the responsible sales office, you could refer to the attached map and in most cases see immediately. If you are uncertain as to the location of the town, it may be necessary to refer to our Territorial Assignment bulletins of which I believe you have received copies.

In any case the matter of greatest importance is to handle the order promptly and if there is some delay in the billing we at least shall not lose the business. Many thanks to you for your continuing cooperation in handling our orders.

Sincerely yours,

E. A. Dennison, Manager
Gypsum Products

EAD:DB
Enclosure

cc: Mr. John Moss, Grand Rapids Plant
Mr. C. E. Abbey, Ardmore

PLAINTIFF'S EXHIBIT

GP-1198

SGP 0024214

14121
Indianapolis District
October 30, 1961

GENERAL BULLETIN NO. 4341-395

TO: ALL INDIANAPOLIS DISTRICT SALESMEN

GYPSUM PRODUCTS

Please show Indianapolis District and your territorial number on all orders mailed or phoned to Grand Rapids. I quote a letter to Eastwall from Mr. E. A. Dennison:

"Dear Mr. Kent:

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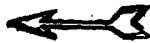
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In any case the matter of greatest importance is to handle the order promptly and if there is some delay in the billing we at least shall not lose the business. Many thanks to you for your continuing cooperation in handling our orders".

Please do everything possible to insure service to your customers.

T. C. DAVIS

cc: E. A. Dennison - New York
Lawrence Kent - Grand Rapids
All Indianapolis Office Personnel



SGP 0024215