

cc: Messrs:

Malcolm Meyer - more
W. A. Mcaskill - Ardmore
J. L. Meyer - Ardmore
J. L. Wilson - Laoli
D. Smith - Ardmore (Legal Dept.)
E. C. Jorgensen - Wilmington Plant 3/W

PLAINTIFF'S EXHIBIT

GP-1834

THIS COPY FOR

February 27, 1964

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

Dear Joe:

In reviewing shipments of Gypsum Board Products from the Wilmington Plant for the month of February, we wish to inform you that shipments to Johns-Manville accounts totaled 3,222,794 sq. ft. through February 26th. This represents 18 shipping days or 179,000 sq. ft. per day. It is possible at this rate to exceed the contract maximum before the end of the month.

This letter is written to call your attention to the continued excessive demand on the Wilmington Plant by Johns-Manville. As of the day on which the plant records indicate 3,609,099 sq. ft. have been shipped to Johns-Manville accounts, the plant may ship on further Johns-Manville orders in excess of the contract maximum if possible, and if material and equipment are available, after Bestwall orders have been arranged for each day.

The Manufacturing Plant personnel are doing everything possible to get maximum production out of the plant facilities and to satisfy both Bestwall and Johns-Manville customers to the fullest extent possible. There is no question that the efforts of the Johns-Manville Sales Organization, in handling the sales volume out of the Wilmington Plant to the highest level, are appreciated.

Very truly yours,

BESTWALL GYPSUM COMPANY



EDW. F. FAYE
Commodity Manager

EYF/cdf

SGP 0024473