Ardmore | May 10, 1963 | General Sales

Mr. W. L. Abbey | J-M CONTRACT

May 9 | A. L. Meyer - sad

cc: Messrs. | re: Wilmington Shipments
K. A. McCaskill - Ardmore
E. L. Longold - Ardmore
R. Smith - Legal Department ← THIS COPY FOR
A. B. Hollingsworth - Paoli
M. J. Jorgensen - Wilmington
R. Sikes - Ardmore
J. Wilson - Ardmore

PLAINTIFF'S EXHIBIT
GP-597

I believe that you should continue to keep J-M regularly informed of the fact that after shipments in any one month exceed the maximum quantities stipulated in the contract, their orders are subject to delay if the combination of these orders and Bestwall's orders exceed the plant productive or shipping capacities. As long as they are aware of the situation, I feel that it is up to them to gear their sales to the volume available.

I think that all of us must constantly keep in mind the basic principles behind the agreement, which was to secure plus volume for our plants and keep them running at a high rate. For our mutual protection, minimum and maximum figures had to be established in the contract, but as long as our people are not able to sell the full production of any plant, we do not want to turn down any J-M orders. Also, it is obvious that we must give them reasonable service, otherwise, they will not be able to maintain the distribution that they have established and upon which we are obliged to depend for this plus business that we need.

5/13/63

5/13/63

TO:

Mr. J. R. Johnston
Mr. G. E. Wilson
Mr. A. O. Graves (for your file)

from MM

3/5/63

KAM.

SGP 0002418