

June 14, 1964

J.A. Marian, Cypsum Products Manager
Johns-Manville Sales Corporation
22 East 140th Street
New York 16, New York

Re: Joe:

This will confirm our telephone conversation in which I told you we would make a special fire rated board at Brunswick for you for shipment into the Florida market, if you obtain a job.

This product would be 4' wide, 5/8" thick with gray face and back paper. You would have to indicate whether this tapered edge or square edged; as I told you Bestwall's new water repellent Tile Backer Board will be made with a tapered edge. You will also have to get the length you indicated, there were 2,000 pieces and we assume this is a high rise building in which all the pieces would be the same length which would basically be floor-to-ceiling height.

The board will be made with the fire rated core composition used in making Underwriter's Laboratories Labeled board and also have the chameleon treatment in the core which would be used in making Bestwall's new water resistant Tile Backer board. We cannot put the U.L. label on the product and we cannot guarantee fire rating on an assembly since first, we are not positive of the fire resistance of the material with the special treatment to the core, and second, we are not aware of the details of the wall involved. Based on a proportional markup to the price, there will be charged for 1/2 inch Tile Backer of \$62.50 per thousand square feet F.O.B. Plant. The product we are talking about furnishing, you would have F.O.B. price Brunswick of \$104.50 per thousand. With the 27 1/4% discount given J-M on your product fire rated products, the F.O.B. mill price Bestwall to J-M at Brunswick would be \$78.50 per square foot.

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This product should be put up as other wallboard, if it is erected vertically, you should use the special elastic tape available for use with this product to cover the bottom edge of the board before it is put in place. This tape should also be used at cutouts or pipes, it also should be used in the vertical joints at the corners and in any other joints that are in a board surface. This tape is available in 108 and 216 foot rolls and sells at a price of \$5.50 for the short roll and \$11.00 for the longer roll delivered to the customer. Westwall will give J-M a 10% discount on this tape.

You indicated in the telephone conversation that you would know sometime Monday, June 15, whether you have this job. You'll have to give the Plant at least a weeks lead time to be sure they have the material so they can make it before shipment.

Very truly yours,

C.E. Abbey,
Director of Technical Services

CEA/shp

cc: K.A. McCaskill Paoli
R. Sikes Paoli
R. Smith Paoli Legal Department
E.B. Hollingsworth Paoli
A.E. Edmundson Brunswick
C.G. Shuttlesworth Paoli

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