

CC: Mr. Malcolm May - Ardmore
Mr. K. A. McCaskill - Ardmore
Mr. A. L. Meyer - Ardmore
Mr. R. Smith - Ardmore
Mr. O. F. Grieve - Paoli
Mr. M. S. Jorgenson - Wilmington

THIS COPY FOR

BW
TD 416

PLAINTIFF'S EXHIBIT

GP-1881

September 20, 1962

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

Dear Joe:

In reviewing the shipment records of board from Wilmington, the total footage on a 1/8" basis shipped to Johns-Manville accounts as of Thursday night, September 20, was approximately 1,174,000. This represents 13 shipping days, meaning approximately 90,000 per day. As mentioned in the August 10th letter, the contract figure can be allocated daily and with 10 shipping days in September 1000,000 means 100,000 per day. On one day, Tuesday, September 18, 117,000 was shipped to Johns-Manville accounts.

This letter is written to call your attention to the continued excessive demand on the Wilmington Plant by Johns-Manville. Beginning Monday, September 24, the Plant ~~will~~ ship on Johns-Manville orders in excess of the contract maximum if possible and if material and equipment are available after Eastwall orders have been arranged for each day.

In these periods of peak demand, it is impossible to maintain a stock of all sizes and thicknesses of board. The plant cannot change the type of product being made at the demand of each order.

The manufacturing plant personnel are doing everything possible to get maximum production out of the plant facilities and to satisfy both Eastwall and Johns-Manville customers to the fullest extent possible. The Johns-Manville Sales organization can help materially by being more realistic.

Very truly yours,

INSTANT GENERAL-SALES CORPORATION

G. E. Almy
Administrative Assistant to
Director of Merchandising

CEAMM

CC: Mr. F. E. Dutcher
Vice President & General Manager
Johns-Manville Sales Corporation
New York, N.Y.

filed
9/21/62

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