

cc: Messrs.

K. A. McCaskill - Ardmore
R. L. Smith - Ardmore Legal
J. H. Powers - Ardmore
J. B. Hollingsworth - Paoli
D. R. Greve - New Orleans Plant
H. W. Reeves - Ardmore

THIS COPY FOR

PLAINTIFF'S EXHIBIT

GP-1836

February 24, 1964

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

Dear Joe:

The Manufacturing Department have indicated that it will be possible to make a board at the New Orleans Plant over 48" wide to a maximum of 50".

This product will be made available to Johns-Manville people on the same basis as it is available through the Bestwall Sales organization. This is effective immediately with the following specific limitations:

1. The quantity for any one special width shall be a minimum of 100,000 sq.ft.
2. A four week lead time will be required on orders to enable the New Orleans Plant to secure the special width paper.
3. The Manufacturing Department will use a non-dimensional tape for end bundling.
4. The board will be made to the standard wallboard tolerances.
5. The order will have to stipulate square edge or tapered edge. Other type edges will not be available.
6. This product is available to customers at a mark-up of \$2.50 per 1,000 sq.ft. per special width board. Bestwall will add this charge on any invoice of Bestwall to J-M for this product. The footage sold is the actual footage.
7. This extra wide board will not be available from other Bestwall Plants. No equalization on freight against other Bestwall Plants will be available to J-M.

Very truly yours,

G. K. Abbey
Director of Technical Services

GKA:bs

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