

February 20, 1962

Mr. Arthur Fisk
Legal Department
Johns-Manville Corporation
22 East 40th Street
New York 16, New York

Re: Motor Carrier Operating Authority

Dear Mr. Fisk:

It has been some time since we have discussed the gypsum sales agreement which was entered into about a year ago between our two companies. A problem is about to arise with respect to truck shipments out of our Akron, New York plant and I would like to review the situation.

I am enclosing the permit held by our trucker which includes a restriction which may well be a ban to his carrying Johns-Manville gypsum products. Inasmuch as this may well be a serious restriction on your activities in northern Pennsylvania counties, I ask that you review this restriction and make whatever comments you deem appropriate with respect to a practical solution to the problem. It, of course, is always possible to amend the trucker's permit; however, that is time consuming. It may also be that the del credere form of our agreement is such that Johns-Manville products out of Akron would still qualify as operations "performed, under a continuing contract or contracts with the Bestwall Gypsum Company." The trucker's attorney has suggested that the simplest solution would be to handle the matter by way of our contract.

If anything is needed to be done in order to allow some of Johns-Manville gypsum products into the listed Pennsylvania counties, then we believe action should be taken as soon as possible to prepare for the near future when such shipments will be desired.

Sincerely yours,

Robert L. Smith
Legal Department

RLS:ph
enc.