PW - TD-416

Blue Rapids Plant Dec. 4, 1963 General Sales

Mr. J. D. Rauch

D. H. CRICK LUMBER COMPANY
INDEPENDENCE, MISSOURI

C. E. Abbey - mm

CC: Mr. A. L. Meyer - Ardmore
Mr. R. Smith - Ardmore
Mr. R. Sikes - Ardmore
Mr. C. G. Shuttleworth - Paoli
Mr. J. DiLorenzo - Paoli
Mr. J. S. Jorgensen - Blue Rapids

THIS COPY FOR Johns-Manville Complaint Number B 302-20

This is a good illustration of why we do not want to get involved with J-M on industrial items.

I am not sure whether this is one that was brought to our attention when the order was given but I'd like to remind you that industrial gypsum products are not available to J-M.

If they make too much of a fuss about it, refer them to Ardmore and indicate the order to us. I know they will plead that there are some accounts to whom they ship other gypsum products who want a small amount of an industrial item but I do not think the business is worth it and I do not want to encourage them any further.

Are you shipping other industrial gypsum products to J-M accounts?

PLAINTIFF'S EXHIBIT

GP-1693

SGP 0024422