

BESTWALL *Gypsum Company*

120 EAST LANCASTER AVENUE • ARDMORE, PENNSYLVANIA
January 30, 1963

Mr. Francis E. Dutcher
Johns-Manville Corporation
22 East 40th Street
New York 16, New York

Dear Frank:

We have reviewed the shipments of gypsum products for the year 1962 from each of the Bestwall plants. The summary is shown below:

Johns-Manville Shipments 1962 (3/8" basis)

<u>Plant</u>	<u>Contract Minimum</u>	<u>1962 Actual Shipments</u>	<u>Actual Over/Under Contr. Min.</u>	<u>Penalty</u>
Acme	26,000M	12,225M	- 13,775M	\$21575
Akron	14,200	12,104	- 2,096	4192
Blue Rapids	8,600	2,796	- 5,804	8384
Fert Dodge	26,000	29,381	3,381	-
Grand Rapids	19,400	16,395	- 3,005	6010
Brunswick	13,600	24,109	9,491	17597
Sigurd	12,000	23,619	11,619	-
New Orleans	18,000	19,214	1,214	-
Wilmington	18,000	44,116	26,116	-
Total Company	175,800M	183,959M	8,159M	\$57,750.

As you can see from the above, while Johns-Manville did sell more than the contract minimum in total, there were five plants where the local plant minimum was not met. It is naturally our intention, and I know it is yours, to sell as many gypsum products as we can, and I would appreciate your suggestions concerning the plant penalties and what we can do during 1963 so that we will not have this same condition prevail.

Very truly yours,

BESTWALL GYPSUM COMPANY

MM/epc
CC:
Mr. C. E. Burnett, President
Johns-Manville Corporation
New York

Malcolm Meyer, Executive Vice President

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