

cc: Messrs. W. W. Wright - Paoli
K. A. McDaniel - Paoli
G. E. Wilson - Paoli
P. L. Smith - Paoli
R. I. Fredericks - Paoli
A. W. Meyer - Paoli
L. S. Jorgensen - Wilmington Plant

THIS COPY FOR

PLAINTIFF'S EXHIBIT

GP-1703

August 14, 1964

Mr. J. A. Marion
Gypsum Products Manager
John-Manville Sales Corporation
22 East 60th Street
New York 16, New York

Re: August Shipments -
Wilmington Plant

Dear Joe:

For your information, shipments of gypsum board products to J-M accounts from the Wilmington Plant totaled 3,145,944 sq. ft. through August 13. This represents 9 shipping days or 351,768 sq. ft. per day. If shipments continue at the present rate through the balance of August, they should exceed 7,500,000 sq. ft. whereas the monthly contract maximum is 3,600,000 sq. ft. at the Wilmington Plant.

The Wilmington Plant will ship J-M orders in excess of the contract maximum for the balance of August provided material and equipment are available after Bestwall orders have been arranged for each day.

We will make every effort to attain maximum production at Wilmington to give both Bestwall and J-M customers prompt service.

Your continued fine sales effort with respect to shipments from the Wilmington Plant is appreciated.

Very truly yours,

BESTWALL GYPSUM COMPANY

R. Sikes
Pricing Administrator

RS/def

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