

JOHNS-MANVILLE COMPANY

Ardmore, Pennsylvania

February 17, 1963

TO: All District Managers
All Gypsum Plant Managers

FROM: General Sales

CC: Messrs.

SUBJECT: JOHNS-MANVILLE SHIPMENTS

K. A. McCaskill - Ardmore

M. M. Powers - Ardmore

E. L. Mongold - Ardmore

RE: Bestwall Labeled Products

A. L. Meyer - Ardmore

R. Sikes - Ardmore

R. Smith - Ardmore Legal

THIS COPY FOR

BY: C. E. Abbey - sad

O. Grieve - Paoli

G. Wilson - Paoli

E. B. Hollingsworth - Paoli

H. W. Reeves - Ardmore

J. DiLorenzo - Paoli

J. V. Mannino - Ardmore

In view of changes in personnel and some recent questions, the memorandum of June 13, 1963 under the same subject is quoted:

"As a result of some recurring problems where shipments for J-M accounts included some Bestwall labeled products, we are bringing to your attention the fact that it is necessary to ship certain specific items on order by J-M or J-M accounts, in Bestwall labeled packages since these items are so minor in quantity that it is not feasible to provide J-M labeled material.

So that you may be aware of the situation and know the products that are involved, there is attached hereto a blue sheet or paper headed "Current F.O.B. Mill Prices at -" and further identified by markings "Supplement 1, Exhibit A. Page 1, Effective: February 15, 1963 R" covering board products. There is a second sheet similarly identified except that it is "Page 2" covering plaster goods and Joint System materials. Please note in the lists under different plants certain prices are shown in parentheses meaning the product is available only in Bestwall labels. Notice dashes and the omission of the price in other instances, meaning the product is not available to J-M from that plant.

In the past, where a Bestwall plant has had an order for a mixed shipment to a Johns-Manville account including an item ordinarily available in J-M labels but currently out of stock, plants had the permission from Bestwall management to ship the order in full, using Bestwall labeled material to fill out the order provided the J-M District Office having jurisdiction over the account gave permission for the Bestwall label shipment.

SGP 0002326

"After receipt of this memorandum the gypsum plants are to discontinue the practice of advising the J-M District Sales Offices that they can ship Bestwall labeled material with J-M's permission. Gypsum plants must advise the J-M salesman placing the order and/or the J-M District Sales Office having jurisdiction over the account that the product is currently out of stock whenever J-M labeled material is not available. No shipments are to be made to Johns-Manville accounts of Bestwall labeled products except those items which are shown in parentheses on the current "Exhibit A". Since freight is for J-M's account, be sure the full story is given the J-M personnel so that arguments on freight rates are avoided where the failure to ship some items results in a higher freight rate. It is the responsibility of the plants to maintain proper inventory to give service to customers to commensurate with trade demand.

In this regard, the Johns-Manville management people in New York are being advised of this decision. Where a local J-M salesman or District Sales Manager takes exception to the ruling, they should be advised to contact their New York General Sales Office.

"Exhibit A" is subject to revision from time to time reflecting changing F.O.B. Mill Prices, the addition or deletion of an item from the line, and the availability or discontinuance of an item in the J-M label.

If any Bestwall District Sales Manager reviewing this list carefully insofar as the gypsum plant servicing his accounts is concerned, has any questions relative to a specific account for a particular market, he should contact the General Sales Office in Ardmore immediately."