



CC: A. E. Meyer - Ardmore
K. A. McCaskill - Ardmore
R. Smith - Ardmore Legal
G. Wilson - Ardmore
M. Powers - Maoli
J. Milorenzo - Akron
W. Reeves - Ardmore
J. Moss - Grand Rapids

THIS COPY FOR

November 13, 1962

Mr. J. A. Marian
Gypsum Products Manager
Johns-Manville Sales Corp.
22 East 40th Street
New York, New York

Dear Joe,

This will reconfirm our telephone conversation of the past few days relative to special width 1/2" thick barker board for Johns-Manville manufactured at the Grand Rapids Plant.

On the basis of a million feet of the 46 7/8" wide material, 500,000 feet each of the 34 7/8" and the 22 7/8" material each to be manufactured in a single run and shipped to the J-M account within 30 days loose (not twin mounted) with the products end ground and a minimum lead time of 30 days from receipt of the firm order, Bestwall will make these products at \$2.50 markup over the cost presently to J-M for barker board (\$29.66 per MSF) F.O.B. Grand Rapids. The additional charge will be shown on the face of the invoice and subject to standard terms of 2%, 10th proximo - net 30 days as other payments.

This matter has been cleared with those concerned and a copy is being provided to the Bestwall plant involved so that there will be no further need to check the matter providing an order is sent to the plant meeting the minimum stipulated. The order may be for any one of the items or for all of them or for additional quantities beyond the minimum stipulated.

Very truly yours,

BESTWALL CERTAIN-TREED SALES CORP.

C. E. Abtey
Administrative Assistant to
Director of Merchandising

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11/14/62

CEA:sad

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