

CC: Messrs.

W. W. Wright - Paoli
G. E. Wilson - Paoli
R. L. Smith - Paoli
C. A. McCaskill - Paoli
P. I. Fredericks - Paoli
A. L. Meyer - Paoli
H. S. Jorgensen, - Wilmington Plant

THIS COPY FOR

PLAINTIFF'S EXHIBIT

GP-1707

July 22, 1964

Mr. J. A. Marian
Gypsum Products Manager
Johns-Manville Sales Corporation
22 East 40th Street
New York 16, New York

Re: July Shipments -
Wilmington Plant

Dear Joe:

For your information, shipments of gypsum board products to J-M accounts from the Wilmington Plant totaled 4,547,000 sq. ft. through July 16. This represents 12 shipping days or 378,917 sq. ft. per day. If shipments continue at the present rate through the balance of July, they should exceed 5,000,000 sq. ft. whereas the monthly contract maximum is 3,000,000 sq. ft. at the Wilmington Plant.

The Wilmington Plant will ship J-M orders in excess of the contract maximum for the balance of July 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. Sines
Pricing Administrator

*Jim Jiles
Correspondence*

RS/dad

SGP 0024441