Form 1580

INTRA-COMPANY CORRESPONDENCE

OFFICE CINCINNATI - FIBERS DEPARTMENT DATE April 1, 1966



MR. LOWELL D. GRAVES

Dear Lowell:

Bill Meyer called me this morning and advised that he had just seen a blanket purchase order which Owens-Corning Fiberglas had issued to Ryder Industries for a National Contract on cements.

According to Bill, the prices given Owens-Corning are the same all over the United States and are delivered prices as follows:

One-Cote	$3.75 less 15% ($3.19)
"66"	$3.75 less 10%.

Although Bill was unable to learn exactly how much, he was told that in addition to these prices which were given to the Branches, that Ryder was to kick back a percentage to Owens-Corning Fiberglas, Toledo Office, in accordance with the volume that was sold.

This material is to be packaged in a bag imprinted with Owens-Corning's label which will read "High Temperature Bonding Cement", and Owens-Corning will pay for the imprinting.

Of particular interest is the fact that there will not be any weight appearing on the bag. They are apparently selling this on a coverage basis and Owens-Corning has been told that the weight will vary from 42 to 50 lbs. per bag. One bag that Bill actually weighed contained 47 lbs.

This material can be shipped in 50' cars and will ordinarily contain 1,600 bags and it is possible, in some instances, to place 2,000 bags in a 50' car.

C. G. Morgan

CGM/sm