

CC: W. A. Powers - A. B. e
E. A. McCaskill - Anmore
A. L. Meyer - Anmore
D. L. Smith - Anmore
L. L. Hollingsworth - Paoli
C. L. Spittlerworth - Paoli

PLAINTIFF'S EXHIBIT

GP-1860

February 7, 1963

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

Dear Joe:

Steps are being taken to provide Bestwall One Day Joint Compound in unmarked bags with the label applied that you have provided at Aime, Fort Dodge, and Grand Rapids. The art work you have provided has been sent to the bag manufacturer with instructions to prepare a plate and print the bags. The producing plants for this product, Aime and Wilmington, have been advised to order the bag just as quickly as it is available.

Just as soon as the product is available in the unmarked bag with the label at the various Bestwall Gypsum Plants, these plants will advise your local sales districts of the availability of the material.

In the meantime, One Day Joint Compound in Bestwall bags will not be made available to any Johns-Manville salesman or sales account on order or for sample or for any other purpose. The plants have been notified that such orders will be returned marked "Not Available". You can assist the matter by advising your sales people that Bestwall One Day Joint Compound will be made available for Johns-Manville in a Johns-Manville bag under the trade name "Fast Set". As was mentioned to you, the product is new; it is so different in its working characteristics that there are many problems with workmen in the field. Bestwall will accept no claims and no responsibility for the material except that the material is proven defective in formulation. In this regard, Mr. Marrens who has been assisting from time to time in the field, will not be available for any extended work with Johns-Manville people insofar as "Fast Set" is concerned. His time is taken for future work in formulating new products, one of which is the item for the Long Island situation.

Your assistance in these matters would be appreciated.

Very truly yours,

BESTWALL CERTAIN-FIXED SALES CORP.

C. E. Abbey, Administrative Assistant
to Director of Merchandising

Handwritten:
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RMS
2/8/62

CEA:sp

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