

cc: Mr. Malcolm Meyer - Ardmore
 Mr. A. B. Ashkill - Ardmore
 Mr. A. B. Meyer - Ardmore
 Mr. A. B. Nelson - Ardmore
 Mr. W. Smith - Ardmore (Legal Dept.) ← THIS COPY FOR
 Mr. W. Rieve - noli
 Mr. J. Jorgensen - Wilmington Plant

August 26, 1963

Mr. J. A. Merian
 Cypress Products Manager
 Johns-Manville Sales Corporation
 22 West 10th Street
 New York 16, New York

Dear Joe:

In reviewing the shipments of Cypress Board Products from the Wilmington Plant for the month of August, we wish to inform you that shipments to Johns-Manville accounts totaled 3,111,000 sq. ft. through August 20th. This represents 14 shipping days or 222,514 sq. ft. per day. It is possible at this rate, to exceed the contract maximum before the end of the month.

This letter is written to call your attention to the continued excessive demand on the Wilmington Plant by Johns-Manville. As of the day on which the plant records indicate 3,600,000 square feet have been shipped to Johns-Manville Accounts, the plant may ship on further Johns-Manville orders in excess of the contract maximum if possible, and if material and equipment are available, after Westwall orders have been arranged for each day.

As had been mentioned in previous correspondence relative to this matter, the Manufacturing Plant personnel are doing everything possible to get maximum production out of the plant facilities and to satisfy both Westwall and Johns-Manville customers to the fullest extent possible. There is no question that the efforts of the Johns-Manville Sales Organization, in holding the sales volume out of the Wilmington Plant to the highest level, are appreciated.

Very truly yours,

WESTWALL CEMENT-PROD SALES CORPORATION

R. JENSEN
 Executive Manager
 Cypress & Insulation

RS/dmr

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