

CC: letterhead - J.A. Marian - Johns-Manville

cc: Malcolm Meyer - Ardmore
C. A. McCasill - Ardmore
A. L. Meyer - Ardmore
Mr. Smith - Legal Department
D. Greve - New Orleans

D. Hollingsworth - Laoli
H. Reeves - Ardmore

March 1, 1963

PLAINTIFF'S EXHIBIT

GP-2115

Mr. P. M. Dutcher, vice president
Johns-Manville Sales Corporation
22 E. 40th Street
New York 16, New York

Dear Mr. Dutcher:

The Bestwall Gypsum Company is discontinuing the manufacture of Gypsum plaster products at the New Orleans plant, effective March 1, 1963. This confirms the telephone information given to Mr. Marian's office on February 28th as soon as that decision had been reached.

This means the figures shown on page two of Exhibit A, effective February 15, 1963 as well as the figures on supplements one and two of the same column under the New Orleans, Louisiana heading in the area applicable to plaster products will be dropped and a blank substituted therefore.

The decision to discontinue the manufacture of plaster at this plant is due to the extremely slow movement of the material out of that plant. Any orders you have for plaster in that area will have to be serviced out of the plants making the rate into those areas which may be Acme, Blue Rapids, Brunswick, Fort Dodge, or Grand Rapids. You will notice there is a higher percent discount at these plants. There will be no further revision to the discounts at these plants nor any freight allowances on plaster shipped from these plants on J.M. orders into New Orleans. Inventories of packaging material will be transferred to the surrounding plants at the direction of the manufacturing department.

Very truly yours,

BESTWALL GYPSUM COMPANY

A. L. Greve
Secretary

ALG/uno

SGP 0024627

COST TO JOHNS-MANVILLE SALES CORPORATION - GYPSUM PRODUCTS

F.E.D. my 

REVISED EXHIBIT A: PAGE 2
EFFECTIVE: 4/15/52
CANCELS PAGE 2: 1/10/52

my 

Bags

PLASTER PRODUCTS -
PER 100'

NEAT BASE PLASTER 100'
LIGHT MIX BASE COAT 80'
PLASTER
LIGHT MIX-MASONRY 80'
PLASTER
GAUGING PLASTER 100'
MOLDING PLASTER 100'
SLOW & QUICK
KEENE'S CEMENT 100'
WOOD FIBERED PLASTER 100'
CONCRETE BOND PLASTER 100'
FINISHING LINE 50'

ACME. TEXAS	AKRON NEW YORK	BESTWALL (BLUE RAPIDS) KANSAS	BRUNSWICK GEORGIA	FT. DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGURD UTAH	WILMINGTON DELAWARE
\$13.01	\$16.18	\$14.40	\$15.62	\$12.93	\$14.54	\$17.39	\$13.32	\$16.18
19.12	21.72	21.50	23.03	17.36	20.00	21.90	18.97	21.72
22.16	27.47	24.50	29.90	19.84	22.30	-	20.43	27.47
13.01	16.17	13.73	15.00	12.93	15.00	16.15	14.05	15.17
13.01	16.17	13.73	15.31	12.93	16.43	16.15	14.05	15.17
30.55	41.84	32.27	41.54	32.44	37.40	34.32	24.13	41.84
13.01	16.18	13.73	16.00	12.93	15.19	16.82	13.69	16.18
-	-	-	16.43	-	-	-	14.05	"
34.63	31.64	33.55	33.78	31.58	28.40	32.28	-	31.64

JOINT TREATMENT PRODUCTS

ALL PURPOSE JOINT COMPOUND-25' BAG
JOINT SYSTEM #1, 18 LB. CMTD.
250 FT. TAPE-20' PER BAG
JOINT COMPOUND - 25' PER BAG
JOINT COMPOUND-6-5' BOXES PER CTN.
BEDDING COMPOUND - 25' PER BAG
TOPPING COMPOUND - 25' PER BAG
LAMINATING COMPOUND - 25' PER BAG
TEXTURE FINISH WHITE-25' PER BAG
PAPER TAPE - 500 FT. PER ROLL
PAPER TAPE - 250 FT. PER ROLL
JOINT SYSTEM #2-6-5' BOXES PER CTN.
PAPER TAPE - 60' ROLL

1.14	-	1.30	-	-	-	1.29	-	-
1.60	1.80	1.75	1.85	1.70	1.80	1.75	1.80	1.80
1.40	1.65	1.50	1.60	1.50	1.60	1.55	1.80	1.65
2.82	3.04	2.97	2.94	2.80	2.92	2.78	3.50	3.04
1.40	1.65	1.50	1.57	1.50	1.60	1.55	1.80	1.65
1.35	1.65	1.50	1.53	1.48	1.55	1.50	1.80	1.65
2.35	2.75	2.60	2.70	2.54	2.63	2.55	2.75	2.75
1.45	1.85	1.70	1.80	1.65	1.75	1.69	1.93	1.85
.75	.78	.78	.78	.75	.78	.72	.78	.78
.38	.42	.40	.40	.38	.40	.36	.40	.42
3.80	4.13	4.07	4.01	4.13	3.99	3.81	4.26	4.13
.16	.17	.17	.17	.16	.17	.15	-	.17

MISCELLANEOUS

KOLORPINS FOR WOOD GRAIN OR VINYL
FACE WALLBOARD - PRDCE PER LB.
IN-1/2" BOXES
PER LB. IN 5' BOXES

.32	.32	.32	.32	.32	.32	.32	.32	.32
.305	.305	.305	.305	.305	.305	.305	.305	.305

-/ DENOTES CHANGE

PER CENT DISCOUNT ON F.O.B. BESTWALL MILL PRICES TO JOHNS-MANVILLE SALES CORPORATION

EXHIBIT A, PAGE 2
EFFECTIVE FEBRUARY 15, 1963
CANCELS PAGE 2, 4/16/62

	ACHE TEXAS	AKRON NEW YORK	BESTWALL (BLUE RAPIDS) KANSAS	BRUNSWICK GEORGIA	FT. DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGOURD UTAH	WILMINGTON DELAWARE
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BAGS

PLASTER PRODUCTS -
PER TON

HEAT BASE PLASTER	100#	15%	30%	25%	30%	23%	28%	20%	
Gauging Plaster Local	100#	(15)	(30)	-	(30)	23	(28)	-	
Gauging Plaster White	100#	(15)	(30)	25	(15)	(15)	(28)	20	
Molding Plaster Local	100#	(15)	-	-	(30)	(29)	(28)	-	
Molding Plaster White	100#	(15)	(30)	25	(15)	(15)	(28)	(20)	
Wood Fibered Plaster	100#	(15)	(30)	25	(30)	23	(28)	20	
Concrete Bond Plaster	100#	-	-	(25)	-	-	(28)	-	
Light Mix Base Coat	80#	15	15	16	30	28	28	15	
Plaster									
Light Mix Masonry	80#	(15)	(15)	-	30	(23)	(28)	15	
Plaster									
Keene's Cement	100#	(10)	(10)	(10)	(10)	(10)	(28)	(10)	
Finishing Lime	50#	(10)	(10)	(10)	(10)	(10)	-	(10)	

Worley
(16)
100#

JOINT TREATMENT PRODUCTS (PERCENT DISCOUNT FROM BESTWALL DELIVERED CARLOAD PRICE TO BESTWALL CUSTOMER)

ALL PURPOSE JOINT COMPOUND	25# BAG	30	-	-	-	-	22	-	-
JOINT SYSTEM #1	20# BAG	30	30	22	22	22	22	22	22
250 FT. TAPE 18# COMPOUND									
JOINT COMPOUND -	25# BAG	30	30	22	22	22	22	22	22
BEDDING COMPOUND	25# BAG	30	30	22	22	22	22	22	22
TOPPING COMPOUND	25# BAG	30	30	22	22	22	22	22	22
FAST SET COMPOUND	25# BAG	30	20	22	22	22	22	22	80
LAMINATING COMPOUND	25# BAG	30	30	22	22	22	22	22	22
TEXTURE FINISH	25# BAG	30	30	22	22	22	22	22	22
MASONRY ADHESIVE	50# BAG	30	22	22	22	22	22	22	30
JOINT COMPOUND	6-5# BOXES	10	10	10	10	10	10	10	10
PER CTM.									
JOINT SYSTEM #2	6-5# BOXES	10	10	10	10	10	10	10	10
PER CTM.									
PAPER TAPE - 500 FT. PER ROLL		20	20	15	15	15	15	15	15
PAPER TAPE - 250 FT. PER ROLL		20	20	15	15	15	15	15	15
PAPER TAPE - 60' ROLL		20	20	15	15	15	-	-	15

MISCELLANEOUS (MISCELLANEOUS ACCOMMODATION ITEMS (OUTSIDE BUYS) 10% DISCOUNT FROM BESTWALL F.O.B. MILL PRICE)