PLAINTIFF'S EXHIBIT

GP-2128

June 27, 1961

Mr. E. A. Dennison, Manager
Gypsum Products
Johns-Manville Sales Corporation
22 S. 40th Street
New York 16, New York

Dear Mr. Dennison:

In reply to your letter of June 12, 1961, please be advised that we will protect the Southeast Senior High School job in San Francisco, which you reported as being already under contract with Dymond Acoustics of Mountain View California.

Further, since our current West Coast carload pricing of Silentile and plain tile is 15.5¢ and 11¢ respectively, these prices will be your delivered cost on all future orders. Therefore, since you control the pricing of these products through your San Francisco Sales Office, we have no objection to your allowing that office to solicit orders at 17¢.

Very truly yours,

Robert L. Smith
Legal Department

RLS:ph

cc: A. L. Meyer, Ardmore
O. P. Alford, Ardmore

JOHNS-MANVILLE
SALES CORPORATION
BUILDING PRODUCTS DIVISION
22 EAST 40TH STREET • NEW YORK 16, N. Y. • TELEPHONE: LEXINGTON 2-7600

June 12, 1961

Mr. R. L. Smith, Legal Department
Bestwall Certain-teed Sales Corp.
120 East Lancaster Avenue
Ardmore, Pennsylvania

Dear Mr. Smith:

Following your letter of May 31 withdrawing the 15 per cent discount on the acoustical tile in the eleven western states effective June 1, we so advised our sales districts. The only order taken prior to this date on which we would require protection is Dymond Acoustics, Mountain View, California, who have secured the contract for Southeast Senior High School in San Francisco. This requires 80,000 sq. ft. of random Silentile (your Spacial Silence) and 15,000 sq. ft. of plain tile. The material will be needed about September 1, 1961.

Our San Francisco Sales office asks whether they would be allowed to take future orders if they are able to obtain them at the original 17-cent price. Assuming that the cost to us would be the delivered price of 15½¢, I see no reason why we could not allow our office to solicit orders at 17¢. Please advise if you would have any objections to this. no objection

Very truly yours,

E. A. Dennison

E. A. Dennison, Manager
Gypsum Products

EAD:DB

cc: Mr. A. L. Meyer, Ardmore

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