

Mr. Reeves - As with the case of the material for Jet Building Materials in April, this represents a reduction of \$6.00 per thousand on the price of the product shown on Exhibit A. This was done to get business at Akron where it is needed and also to take some pressure off Wilmington for this large board. As I understand it, we will make an adjustment on the invoice when we receive your standard invoice to JM.

May 14, 1962

Mr. J. A. Marian
Manager, Gypsum Products
Johns-Manville Sales Corp.
22 East 40th Street
New York 16, New York

Dear Joe:

Confirming our telephone conversation, it was agreed to permit you to place an order for 15,360 feet of 5/8" thick, 4 x 12 Fireboard at the Akron Plant for shipment to the August Building Materials Company, Long Island. This account should normally be served out of the Wilmington Plant, but due to problems in starting, they were not able to have this material at this time.

As you were advised on April 13 relative to permission to ship the Jet Building Material Company on Long Island, this is being made available at an F.O.B. cost of \$40.80 per thousand square feet at Akron to JM. It is our understanding the plant was able to ship this very shortly after the order was given to them.

In discussing the status of manufacture and shipment out of Wilmington, the third shift went on this past Monday (May 7) and the capacity for manufacture (and shipping) out of Wilmington will increase and approach the designed capacity.

In the future, your orders for Fireboard to be shipped into the Long Island market will have to be shipped out of the Wilmington Plant. Please advise your sales offices to place their orders for this material at that plant.

As previously, the Billing Department will bill Johns-Manville at the current price shown on Exhibit A of the Contract and an adjustment will be made by the Billing Department to bring the price down to the \$40.80 per thousand indicated. Bear in mind that with this reduction in the F.O.B. mill price, JM will have to pay the full freight from Akron to the account.

Very truly yours,

BESTWALL CERTAIN-FEED SALES CORP.

G. E. Abbey
Merchandise Manager, Gypsum

GEA/dkp

PLAINTIFF'S EXHIBIT

GP-2095

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