cc: Mr. R. Smith - Drumore, Legal Dept.
Mr. J. DiLorenzo - Akron
Mr. K. W. Brown - Acme
Mr. G. E. Wilson - Paoli

PLAINTIFF'S EXHIBIT
GP-1848

August 23, 1963

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

Dear Joe:

The formulation of the Bestwall Laminating Compound was changed several months ago making it possible for Bestwall to lower the cost to be more competitive by offering the material at a lower f.o.b. mill price. At the time the change was made in the price setup your Company received the advantage of the price change but due to a large stock of bags still on hand under your trade name, the change was not made in the material to you at that time.

The bag and material has been worked down somewhat and after reviewing the situation, a new bag was made for you to hold the new formulation. There are three differences in the new bag; they are about 2" shorter because the bulk of the new material is slightly less than the bulk of the old material. It requires a little less water to mix to the consistency in which it should be used, and it is put on with a different seration in the spinning blade. These changes were incorperated in the new bags purchased for the material under your Company's label.

This is to advise you that beginning in August, both of the manufacturing plants (Acme and Akron) had new bags and were making material for you under the new formula. This of course will appear in the field to your customers at different times in different areas depending on the old stocks on hand of the earlier formulation for Laminating Compound which are at these plants.

For your information, I have inclnded a copy of our General Sales Bulletin #23-63, dated March 12, 1963, which advised the Bestwall Sales Representatives of this change. All of the information you need to give your salesman the proper story on the material is contained therein. As I mentioned above, the cost of Bestwall to your Company reflects these new f.o.b. mill prices and Bestwall's cost.

Very truly yours,

BESTWALL CERTAIN-TEED SALES CORP.

CEA/amc
Enclosure

C. E. Abbey
Administrative Assistant to
Director of Merchandising