

CC: A. L. Meyer - Ardmore
R. Smith - Ardmore
A. Edmondson - New Orleans Plant
K. W. Brown - Acme Plant

PLAINTIFF'S EXHIBIT

GP-2100

April 18, 1962

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

Dear Joe:

Denny wrote to me under the date of March 27th after I had spoken with you and written to you relative to the selling price to Johns-Manville of Multi Purpose Compound out of the New Orleans Plant. To the extent possible, Bestwall has changed the prices to Johns-Manville to enable them to be competitive and yet, still maintain a slight margin of profit both for Bestwall and for Johns-Manville.

It is not possible for Bestwall to make any flat statement of offering a selling price of Bestwall to Johns-Manville to make Johns-Manville fully competitive when special problems arise in the field on any product. Bestwall will offer you a selling price on any product that will enable you to at least deliver the material to the Johns-Manville customer at the published price in the area. However, competitive situations must be reviewed.

Going back to the situation of Joint Treatment products sales out of New Orleans, Bestwall does not track-load shipments of Bestwall material to Bestwall accounts out of New Orleans but specifically states such shipments must come from Acme, Texas. The same restrictions will have to apply to Johns-Manville sales insofar as the service of the plant is concerned. With the problem of warehousing and unnecessary movement in and out of the plant, it is important that full track-load shipments of Joint System materials into these Southern States served by New Orleans be made out of Acme, Texas.

Very truly yours,

BESTWALL CERTAIN-TRED SALES CORPORATION

C. E. Abbey
Merchandise Manager - Gypsum

CEA:rk

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