CC: Mr. A. L. Mey[illegible] [illegible]dmore
Mr. R. Sikes - Ardmore
Mr. R. Smith - Ardmore ← THIS COPY FOR
Mr. J. V. Mannino - Ardmore
Mr. H. W. Reeves - Ardmore

TO-
CW-416

PLAINTIFF'S EXHIBIT
GP-2228

August 22, 1962

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

Dear Joe:

Effective August 27th with shipments made on that day, the variations shown in the May 23rd letter to you on the price of gypsum sheathing into certain areas in the State of Texas and credits allowed Johns-Manville on shipment of board and sheathing into various areas in the State of Texas covered in the August 6th letter, are canceled.

Effective with shipments on and after August 27, 1962 the selling price of gypsum sheathing from Bestwall to Johns-Manville as shown in the current Exhibit A for the Acme Plant of $31.00 is reduced to $30.00 per M sq. ft.

Effective August 27th and until further notice, Bestwall will allow a credit to Johns-Manville of $1.75 per M sq. ft. to be shown on the face of each invoice on all gypsum board products except gypsum lath, gypsum backing board and gypsum sheathing shipped out of the Acme Plant into the following cities of the State of Texas: Chillicothe, Del Rio, El Paso, Fredricksburg, Iowa Park, Laredo, New Braunfels, O'Donnell, San Angelo, Seymour, Vernon and Wichita Falls. The same allowance under the same conditions will be made into the following cities in the State of New Mexico: Clovis, Las Cruces and Portales.

The same allowance of $1.75 per M sq. ft. under the same terms will be made on all shipments of gypsum wallboard products and sheathing excluding gypsum lath and backing board into the Texas Counties of Dallas and Tarrant and also, into the Texas cities of Amarillo, Abilene, Austin, Borger, Lubbock and San Antonio. These changes effective on all shipments made on and after August 27th are subject to further changes on notice.

Very truly yours,

BESTWALL CERTAIN-TEED SALES CORPORATION

file
RLS
8/23/62

C. E. Abbey
Merchandise Manager - Gypsum

CEA:mm

SGP 0024569