PLAINTIFF'S EXHIBIT

GP-604

BESTWALL Gypsum Company

120 EAST LANCASTER AVENUE ARDMORE, PENNSYLVANIA

August 8, 1963

Blind CC:

Mr. M. F. MacDonald, Vice President
Johns-Manville Sales Corporation
22 East 40th Street
New York 16, New York

Mr. Malcolm Meyer - Ardmore
Mr. A. L. Meyer - Ardmore
Mr. M. M. Powers - Ardmore
Mr. R. L. Smith - Ardmore Legal
Mr. C. E. Abbey - Ardmore
Mr. J. V. Mannino - Ardmore Acctg.
Mr. H. W. Reeves - Ardmore Accts. Rec.

Dear Murray:

Since you are on vacation, I discussed this with Joe Marian previous to mailing.

During the month of June, 1963, Johns-Manville shipments accounted for 33.1% of the total shipments from our Wilmington, Delaware, plant. It was necessary to stock 1,088,917 lbs. of board machine products manufactured at Akron, New York, to properly service orders for both Bestwall and Johns-Manville customers placed at Wilmington.

We incurred additional costs of $5,335.70 based on $.365 per cwt. freight charges and $2.50 per ton warehousing costs. Johns-Manville's prorated share of these additional costs is $1,766.12.

During July, 1963, Johns-Manville accounted for 34.0% of the total shipments from Wilmington. During July we stocked 958,500 lbs. of board machine products and the additional costs incurred totaled $4,696.66 based on the $.365 per cwt. freight charges and $2.50 per ton warehousing costs. Johns-Manville's prorated share is $1,596.86.

Upon acceptance of these charges and notification of billing details, we will issue invoices covering these additional charges and issue credit memoranda to cancel the deductions made by Johns-Manville on the $.365 per cwt. surcharge on shipments over the contract maximum during June and July.

I trust that this arrangement will be satisfactory, and that you will agree to the application of this formula in future months when your shipments exceed the maximum.

Very truly yours,

BESTWALL GYPSUM COMPANY

K.M/fpc

K. [illegible] McCaskill
General Sales Manager

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