

cc: Mr. Malcolm Mever - Ardmore
C. E. Bariselli - Ardmore
A. L. Meyer - Ardmore
C. E. Abbey - Ardmore
O. P. Alford - Ardmore
M. M. Powers - Brunswick
J. V. Mannino - Ardmore
H. W. Reeves - Ardmore

January 17, 1962

PLAINTIFF'S EXHIBIT

GP-609

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

Dear Mr. Dennison:

Reference is made to our letter dated May 31, 1961 covering the withdrawal of the 15% discount on acoustical tile shipped into the eleven western states. We are now in a position to offer you this product at prices shown in the attached lists, less a 10% discount for shipment from Brunswick, Georgia in carload quantities into the states of Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington and Wyoming.

In other words, you may now purchase acoustical tile and ceiling tile at our list prices less 10% discount for shipment into the above mentioned states.

Terms of payment are 2 $\frac{1}{2}$ 10th proximo; net 30th proximo.

We are not in a position to offer you LTL or LCL shipments into the aforementioned eleven western states because of excessive freight absorption. It is suggested that orders you receive for LCL quantities be held and an attempt be made to pool them for shipment as stopover or pool cars from Brunswick.

Very truly yours,

BESTWALL GYPSUM COMPANY

RLS
R. L. Smith
Legal Department

RLS/dkp

SGP 0002456