CC: Mr. Malcolm Meyer - Ardmore
Mr. C. E. Bergeliu - Ardmore
Mr. A. L. Meyer - Ardmore
Mr. ~~C. E. Abbey - Ardmore~~
Mr. C. P. Alford - Ardmore
Mr. [illegible] Powers - Brunswick
Mr. J. V. Mannino - Ardmore
Mr. [illegible] Reeves - Ardmore

PLAINTIFF'S EXHIBIT

GP-610

November [illegible], 1961

Mr. [illegible] Mennison
Gypsum Products Manager
Johns-Manville Sales Corporation
22 East 40th Street
New York 16, New York

Dear Mr. Mennison:

The letter of April 5th to you outlining the terms on which Westwall would sell Johns-Manville Gypsum Incombustible Acoustical Tile and Incombustible Ceiling Tile under the Johns-Manville label from the Westwall Manufacturing Plant at Brunswick, Georgia referred to attached price list and, as subsequently limited in my letters of May 31st and of June 27th, did not cover clearly one particular point. This had to do with the handling of freight charges.

These products are sold on a delivered price basis and, as presently covered in the price list, include freight charges in the tabulation set up reflecting different prices for car-load and less than car-load shipments with a zoning arrangement around the country. You realize, of course, that shipments made by the Westwall Plant at Brunswick for Johns-Manville move on a Johns-Manville bill of lading.

While the freight charges are considered in the delivered price of the tile and hence would not be charged as a separate item to Johns-Manville, Westwall would like to continue to ship this material on a prepaid basis on a Johns-Manville bill of lading and have the shipper send the charges for the prepaid bill to the Johns-Manville Sales District having jurisdiction over the customer. This is the standard manner in handling prepaid shipments on other gypsum items. The Johns-Manville Sales District would pay the freight charges in the usual manner. Westwall, in invoicing Johns-Manville, would give credit for the freight charges in addition to giving the discount provided in the early letter. It is our understanding you agreed to such an arrangement in discussing this matter over the telephone with Mr. Abbey. This letter is written in confirmation of that fact and for the information of others in the Westwall organization concerned with handling the billing of Johns-Manville. You are reminded that in a few instances there will be a day's delay in billing the Johns-Manville office because the freight rates will have to be obtained from the Traffic Department in order to properly invoice the customer.

Very truly yours,

WESTWALL GYPSUM COMPANY

[illegible] Smith
Legal Department

LS:rk

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