

CC: letterhead - J.A. Marian - Johns-Manville

cc: Malcolm Meyer - Ardmore
C. A. McCasill - Ardmore
A. L. Meyer - Ardmore
Mr. Smith - Legal Department
D. Greve - New Orleans

D. Hollingsworth - Laoli
H. Reeves - Ardmore

March 1, 1963

PLAINTIFF'S EXHIBIT

GP-2115

Mr. P. H. Dutcher, vice president
Johns-Manville Sales Corporation
22 E. 40th Street
New York 16, New York

Dear Mr. Dutcher:

The Bestwall Gypsum Company is discontinuing the manufacture of Gypsum plaster products at the New Orleans plant, effective March 1, 1963. This confirms the telephone information given to Mr. Marian's office on February 28th as soon as that decision had been reached.

This means the figures shown on page two of Exhibit A, effective February 15, 1963 as well as the figures on supplements one and two of the same column under the New Orleans, Louisiana heading in the area applicable to plaster products will be dropped and a blank substituted therefore.

The decision to discontinue the manufacture of plaster at this plant is due to the extremely slow movement of the material out of that plant. Any orders you have for plaster in that area will have to be serviced out of the plants making the rate into those areas which may be Acme, Blue Rapids, Brunswick, Fort Dodge, or Grand Rapids. You will notice there is a higher percent discount at these plants. There will be no further revision to the discounts at these plants nor any freight allowances on plaster shipped from these plants on J.M. orders into New Orleans. Inventories of packaging material will be transferred to the surrounding plants at the direction of the manufacturing department.

Very truly yours,

BESTWALL GYPSUM COMPANY

A. L. Greve
Secretary

ALG/uno

SGP 0024627

COST TO JOHNS-MANVILLE SALES CORPORATION - GYPSUM PRODUCTS

F.E.D. my 

REVISED EXHIBIT A: PAGE 2
EFFECTIVE: 4/15/52
CANCELS PAGE 2: 1/10/52

	ACME TEXAS	AKRON NEW YORK	BESTWALL (BLUE RAPIDS) KANSAS	BRUNSWICK GEORGIA	FT. DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGURD UTAH	WILMINGTON DELAWARE
PLASTER PRODUCTS -									
	<u>BAGS</u>								
	<u>PER 100</u>								
NEAT BASE PLASTER 100#	\$13.01	\$16.18	\$14.40	\$15.62	\$12.93	\$14.54	\$17.39	\$13.32	\$16.18
LIGHT MIX BASE COAT 80#	19.12	21.72	21.50	23.03	17.36	20.00	21.90	18.97	21.72
PLASTER									
LIGHT MIX-MASONRY 80#	22.16	27.47	24.50	29.90	19.84	22.30	-	20.43	27.47
PLASTER									
Gauging Plaster 100#	13.01	16.17	13.73	15.00	12.93	15.00	16.15	14.05	15.17
Molding Plaster 100#	13.01	16.17	13.73	15.31	12.93	16.43	16.15	14.05	15.17
SLOW & QUICK									
KEENE'S CEMENT 100#	30.55	41.84	32.27	41.54	32.44	37.40	34.32	24.13	41.84
WOOD FIBERED PLASTER 100#	13.01	16.18	13.73	16.00	12.93	15.19	16.82	13.69	16.18
CONCRETE BOND PLASTER 100#	-	-	-	16.43	-	-	-	14.05	-
FINISHING LINE 50#	34.63	31.64	33.55	33.78	31.58	28.40	32.28	-	31.64
JOINT TREATMENT PRODUCTS									
ALL PURPOSE JOINT COMPOUND-25# BAG	1.14	-	1.30	-	-	-	1.29	-	-
JOINT SYSTEM #1, 18 LB. CMTD.	1.60	1.80	1.75	1.85	1.70	1.80	1.75	1.80	1.80
250 FT. TAPE-20# PER BAG									
JOINT COMPOUND - 25# PER BAG	1.40	1.65	1.50	1.60	1.50	1.60	1.55	1.80	1.65
JOINT COMPOUND-6-5# BOXES PER CTN.	2.82	3.04	2.97	2.94	2.80	2.92	2.78	3.50	3.04
BEDDING COMPOUND - 25# PER BAG	1.40	1.65	1.50	1.57	1.50	1.60	1.55	1.80	1.65
TOPPING COMPOUND - 25# PER BAG	1.35	1.65	1.50	1.53	1.48	1.55	1.50	1.80	1.65
LAMINATING COMPOUND - 25# PER BAG	2.35	2.75	2.60	2.70	2.54	2.63	2.55	2.75	2.75
TEXTURE FINISH WHITE-25# PER BAG	1.45	1.85	1.70	1.80	1.55	1.75	1.69	1.93	1.85
PAPER TAPE - 500 FT. PER ROLL	.75	.78	.78	.78	.75	.78	.72	.78	.78
PAPER TAPE - 250 FT. PER ROLL	.38	.42	.40	.40	.38	.40	.36	.40	.42
JOINT SYSTEM #2-6-5# BOXES PER CTN.	3.80	4.13	4.07	4.01	4.13	3.99	3.81	4.26	4.13
PAPER TAPE - 600 ROLL	.16	.17	.17	.17	.16	.17	.15	-	.17
MISCELLANEOUS									
KOLORPINS FOR WOOD GRAIN OR VINYL									
FACE WALLBOARD - PRDCE PER LB.	.32	.32	.32	.32	.32	.32	.32	.32	.32
IN-1# BOXES									
PER LB. IN 5# BOXES	.305	.305	.305	.305	.305	.305	.305	.305	.305

-/- DENOTES CHANGE

PER CENT DISCOUNT ON F.O.B. BESTWALL MILL PRICES TO JOHNS-MANVILLE SALES CORPORATION

EXHIBIT A, PAGE 2
EFFECTIVE FEBRUARY 15, 1963
CANCELS PAGE 2, 4/16/62

ACHE TEXAS	AKRON NEW YORK	BESTWALL (BLUE RAPIDS) KANSAS	BRUNSWICK GEORGIA	FT. DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGOURD UTAH	WILMINGTON DELAWARE
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BAGS

PLASTER PRODUCTS -
PER TON

HEAT BASE PLASTER 100#	30%	15%	30%	25%	30%	23%	28%	20%
GAUGING PLASTER LOCAL 100#	(30)	(15)	(30)	-	(30)	23	(28)	-
GAUGING PLASTER WHITE 100#	(30)	(15)	(30)	25	(15)	(15)	(28)	20
GOLDING PLASTER LOCAL 100#	(30)	(15)	-	-	(29)	(28)	(28)	-
GOLDING PLASTER WHITE 100#	(30)	(15)	(30)	25	(15)	(28)	(28)	(20)
WOOD FIBERED PLASTER 100#	(30)	(15)	(30)	25	23	(28)	(28)	20
CONCRETE BOND PLASTER 100#	(30)	-	-	(25)	-	(28)	(28)	-
LIGHT MIX BASE COAT 80#	15	15	15	16	28	18	28	15
PLASTER								
LIGHT MIX MASONRY 80#	(15)	(15)	(15)	-	(23)	-	(28)	15
PLASTER								
KEENE'S CEMENT 100#	(10)	(10)	(10)	(10)	(10)	10	(28)	(10)
FINISHING LIME 50#	(10)	(10)	(10)	(10)	(10)	10	-	(10)

Washed
(16)
100

JOINT TREATMENT PRODUCTS (PERCENT DISCOUNT FROM BESTWALL DELIVERED CARLOAD PRICE TO BESTWALL CUSTOMER)

ALL PURPOSE JOINT COMPOUND 25# BAG	30	-	22	-	-	22	-	-
JOINT SYSTEM #1 20# BAG	30	30	22	22	22	22	25	22
250 FT. TAPE 18# COMPOUND								
JOINT COMPOUND - 25# BAG	30	30	22	22	22	22	25	22
BEDDING COMPOUND 25# BAG	30	30	22	22	22	22	25	22
TOPPING COMPOUND 25# BAG	30	30	22	22	22	22	25	22
FAST SET COMPOUND 25# BAG	30	20	22	22	22	22	25	80
LAMINATING COMPOUND 25# BAG	30	30	22	22	22	22	25	22
TEXTURE FINISH 25# BAG	30	30	22	22	22	22	25	22
MASONRY ADHESIVE 50# BAG	30	22	22	22	22	22	25	30
JOINT COMPOUND 6-5# BOXES PER CTN.	10	10	10	10	10	10	10	10
JOINT SYSTEM #2 6-5# BOXES PER CTN.	10	10	10	10	10	10	10	10
PAPER TAPE - 500 FT. PER ROLL	20	20	15	15	15	15	15	15
PAPER TAPE - 250 FT. PER ROLL	20	20	15	15	15	15	15	15
PAPER TAPE - 60' ROLL	20	20	15	15	15	15	-	15

MISCELLANEOUS (MISCELLANEOUS ACCOMMODATION ITEMS (OUTSIDE BUYS) 10% DISCOUNT FROM BESTWALL F.O.B. MILL PRICE)