

BESTWALL Gypsum Company

120 EAST LANCASTER AVENUE • ARDMORE, PENNSYLVANIA

PLAINTIFF'S EXHIBIT

GP-1874

November 21, 1961

Mr. F. E. Dutcher
Vice President & General Manager
John-Manville Sales Corporation
22 East 10th Street
New York 16, New York

Dear Mr. Dutcher:

Our letter of November 11th gave you an allowance of \$2.00 per thousand square feet on all gypsum wallboard products except lath, backer and sheathing on shipments out of Acme into certain areas in Texas.

This is to advise you that with shipments on and after November 17, 1961, the same allowance will be made on shipments from Acme into the following counties in New Mexico: Catron, Chaves, Curry, De Baca, Eddy, Harding, Lea, Lincoln, Quay, Roosevelt, Socorro and Union.

This allowance is subject to withdrawal immediately when the competitive situation ceases. The \$2.00 allowance will be made after and in addition to the standard 2% cash discount.

Will you please initial the letterhead copy of this letter and return same to this office so that it may be added to the contract file.

Very truly yours,

BESTWALL GYPSUM COMPANY

A. L. Meyer
A. L. Meyer
Sales Manager - Gypsum

ALM:rk

CC: Mr. E. A. Dennison
John-Manville Sales Corp.

E. A. Dennison
F. E. DUTCHER
11/24/61

RECEIVED
GENERAL SALES

NOV 27 1961

BESTWALL CERTAIN-THEB
SALES CORPORATION

SGP 0024549