PLAINTIFF'S EXHIBIT

GP-1854

Ardmore, Pennsylvania

June 13, 1963

TO: All District Managers
All Gypsum Plant Managers

FROM: General Sales

SUBJECT: J-M Shipments

CC: Mr. K. A. McCaskill - Ardmore
Mr. M. M. Powers - Ardmore
Mr. M. C. Hoven - Ardmore
Mr. E. L. Mongold - Ardmore
Mr. A. L. Meyer - Ardmore
Mr. R. Sikes - Ardmore
Mr. R. Smith - Ardmore -Legal Dept.
Mr. O. Grieve - Paoli
Mr. G. Wilson - Paoli
Mr. E. B. Hollingsworth - Paoli
Mr. H. W. Reeves - Ardmore

RE: Bestwall Labeled Products

BY: C. E. Abbey - amc

THIS COPY FOR

As a result of some recurring problems where shipments for J-M accounts included some Bestwall labeled products, we are bringing to your attention the fact that it is necessary to ship certain specific items on order by J-M or J-M accounts, in Bestwall labeled packages since these items are so minor in quantity that it is not feasible to provide J-M labeled material.

So that you may be aware of the situation and know the products that are involved, there is attached hereto a blue sheet of paper headed "Current F.O.B. Mill Prices at -" and further identified by the markings "Supplement 1, Exhibit A, Page 1, Effective: February 15, 1963 R" covering board products. There is a second sheet similarly identified except that it is "Page 2" covering plaster goods and Joint System materials. Please note in the lists under different plants certain prices are shown in parentheses meaning the product is available only in Bestwall labels. Notice dashes and the omission of the price in other instances, meaning the product is not available to J-M from that plant.

In the past where a Bestwall plant has had an order for a mixed shipment to a Johns-Manville account including an item ordinarily available in J-M labels but currently out of stock, plants had the permission from Bestwall management to ship the order in full, using Bestwall labeled material to fill out the order provided the J-M District Office having jurisdiction over the account gave permission for the Bestwall label shipment.

(OVER)

After receipt of this memorandum, the gypsum plants are to discontinue the practice of advising the J-M District Sales Offices that they can ship Bestwall labeled material with J-M's permission. Gypsum plants must advise the Johns-Manville salesmen placing the order and/or the Johns-Manville District Sales Office having jurisdiction over the account that the product is currently out of stock whenever J-M labeled material is not available. No shipments are to be made to Johns-Manville accounts of Bestwall labeled products except those items which are shown in parentheses on the current "Exhibit A". Since freight is for J-M's account, be sure the full story is given the J-M personnel so that arguments on freight rates are avoided where the failure to ship some items results in a higher freight rate. It is the responsibility of the plants to maintain proper inventory to give service to customers to commensurate with trade demand.

In this regard, the Johns-Manville management people in New York are being advised of this decision. Where a local J-M salesman or District Sales Manager takes exception to the ruling, they should be advised to contact their New York General Sales Office.

"Exhibit A" is subject to revision from time to time reflecting changing F.O.B. Mill Prices, the addition or deletion of an item from the line, and the availability or discontinuance of an item in the J-M label.

If any Bestwall District Sales Manager reviewing this list carefully insofar as the gypsum plant servicing his accounts is concerned, has any questions relative to a specific account for a particular market, he should contact the General Sales Office in Ardmore immediately.

CURRENT F.O.B. MILL PRICES AT

SUPPLEMENT 1
EXHIBIT A, PAGE 1
EFFECTIVE: FEBRUARY 15, 1963 R

GYPSUM BOARD PRODUCTS			ACME TEXAS	AKRON NEW YORK	BESTWALL (BLUE RAPIDS) KANSAS	BRUNSWICK GEORGIA	FORT DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGURD UTAH	WILMINGTON DELAWARE
REGULAR WALLBOARD	1/4"	(M SQ.FT.)	$ 32.50	$ 32.50	$ 35.00	$ 33.25	$ 32.50	$ 32.50	$ 34.50	$ 32.50	$ 34.00
REGULAR WALLBOARD	3/8"	"	36.00	36.00	38.50	36.50	36.00	36.00	38.00	36.00	37.50
REGULAR WALLBOARD	1/2"	"	42.75	42.75	45.25	44.00	42.75	42.75	44.50	42.75	44.00
REGULAR WALLBOARD	5/8"	"	53.00	53.00	55.50	53.00	53.00	53.00	54.50	53.00	54.00
FIRETARD WALLBOARD	1/2"	"	48.75	48.75	-	51.00	48.75	48.75	49.50	-	49.00
FIRETARD WALLBOARD	5/8"	"	58.00	58.00	60.50	60.00	58.00	58.00	59.50	58.00	59.00
REGULAR BACKER	3/8"	"	33.00	33.00	-	33.50	33.00	33.00	-	33.00	34.50
REGULAR BACKER	1/2"	"	-	39.75	-	41.00	39.75	39.50	-	39.50	-
FIRETARD BACKER	5/8"	"	54.00	(54.00)	-	54.00	54.00	54.00	-	53.50	55.00
CORE BOARD	1"	"	94.00	-	-	94.00	94.00	-	-	-	-
WOODGRAIN WALLBOARD	3/8"	"	70.50	70.50	-	71.00	70.50	70.50	72.50	70.50	72.00
VINYL FACE WALLBOARD	3/8"	"	175.00	175.00	-	175.00	175.00	175.00	-	-	175.00
VINYL FACE WALLBOARD	1/2"	"	185.00	185.00	-	185.00	185.00	185.00	185.00	195.00	185.00
GYPSUM LATH - PLAIN OR PERFORATED	3/8"	"	27.75	27.75	30.25	28.00	27.75	27.75	29.50	27.75	29.00
GYPSUM LATH - PINHOLE	3/8"		27.75	27.75	30.25	28.00	27.75	27.75	29.50	27.75	29.00
GYPSUM LATH - PLAIN	1/2"		(31.75)	31.75	33.75	32.00	31.75	31.75	-	31.75-/	32.75
LONG LENGTH LATH-PLAIN	1/2"		(39.75)	33.75	41.00	41.00	39.50	39.50	-	89.50-/	(41.00)
T-C LATH	3/8"		(35.00)	35.00	-	35.50	(35.00)	35.00	-	35.00	(36.50)
T-C LATH	1/2"		(41.75)	41.75	-	43.00	(41.75)	41.75	-	41.75	(43.00)
PANEL BOARD-16" WIDE	3/8"		(39.00)	-	-	-	-	-	-	-	-
GYPSUM RIBS	1"		90.00	90.00	-	90.00	90.00	90.00	-	90.00	-
GYPSUM RIBS	1 1/4"		115.00	115.00	-	115.00	115.00	115.00	-	115.00	-
GYPSUM RIBS	1 1/2"		125.00	125.00	-	125.00	125.00	125.00	-	125.00	-
GYPSUM RIBS	1 3/4"		145.00	145.00	-	145.00	145.00	145.00	-	145.00	-
FOILBACK WALLBOARD	3/8"		51.00	51.00	-	51.50	51.00	51.00	-	51.00	52.50
FOILBACK WALLBOARD	1/2"		57.75	5.75	-	59.00	57.75	57.75	-	57.75	59.00
FOILBACK WALLBOARD	5/8"		68.00	(68.00)	-	68.00	68.00	68.00	-	68.00	-
FIRETARD FOILBACK	1/2"		63.75	(63.75)	-	66.00	63.75	63.75	-	-	64.00
FIRETARD FOILBACK	5/8"		73.00	(73.00)	-	75.00	73.00	73.00	-	-	-
FOILBACK GYPSUM LATH	3/8"		(42.75)	-	-	43.00	42.75	(42.75)	-	42.75	44.00
FOILBACK GYPSUM LATH	1/2"		(46.75)	-	-	47.00	46.75	(46.75)	-	-	-
*GYPSUM SHEATHING	1/2"		36.50	38.50-/	39.00	37.50	36.50	36.50	35.00	39.50	39.50

*AVAILABLE FROM FT. DODGE PLANT ONLY ON SPECIAL ORDER

1/2" CORE TREATED SHEATHING WITH ONE SIDE IVORY FACE PAPER - F.O.B. (44.00)-/
1/2" CORE TREATED SHEATHING WITH ONE SIDE FOIL - F.O.B. (56.00) -/

SGP 0024503

CURRENT F.O.B. MILL PRICES AT

SUPPLEMENT 1
EXHIBIT A, PAGE 2
EFFECTIVE: FEBRUARY 15, 1983 R

	Bags	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 - Per Ton										
Neat Base Plaster	100#	$18.25	$18.25	$20.75	$20.00	$18.25	$18.25	$20.25	$18.25	$19.75
Gauging Plaster Local	100#	(19.00)	(19.00)	-	-	(19.00)	19.00	-	(20.25)	-
Gauging Plaster White	100#	(20.50)	(32.25)	(20.50)	(25.40)	(29.15)	(33.95)	23.90	(21.25)	(23.80)
Molding Plaster Local	100#	(19.00)	(19.00)	-	-	(19.00)	(19.00)	-	(20.25)	-
Molding Plaster White	100#	(20.50)	(32.25)	(20.50)	(25.40)	(29.15)	(33.85)	23.90	(21.25)	(23.80)
Wood Fibered Plaster	100#	(18.25)	(18.25)	20.75	20.00	(18.25)	18.25	(20.25)	(18.75)	19.75
Concrete Bond Plaster	100#	(19.25)	-	-	(21.00)	-	-	-	(19.25)	-
Light Mix Base Coat Plaster	80#	27.00	27.00	29.50	28.00	27.00	27.00	26.50	26.00	28.00
Light Mix Masonry Plaster	80#	(30.80)	(31.50)	(33.00)	-	30.50	(30.50)	-	(28.00)	34.50
Keene's Cement	100#	(35.15)	(44.46)	(35.15)	(47.75)	(37.55)	(42.06)	(39.95)	(28.50)	(46.06)
Finishing Lime	50#	(39.85)	(23.77)	(38.35)	(40.61)	(36.55)	(31.55)	(37.58)	-	(35.66)
Joint Treatment Products (Current Bestwall Delivered Carload Price to Bestwall Customer)										
All Purpose Joint Compound	25# Bag	1.50	-	1.50-/	-	-	-	1.50	-	-
Joint System #1 250 Ft. Tape 18# Compound	20# Bag	2.38	2.38	2.38	2.38	2.38	2.38	2.38	2.85	2.38
Joint Compound	25# Bag	1.90	1.90	1.90	1.90	1.90	1.90	1.90	2.33	1.90
Bedding Compound	26# Bag	1.90	1.90	1.90	1.90	1.90	1.90	1.90	2.33	1.90
Topping Compound	25# Bag	1.93	1.93	1.93	1.93	1.93	1.93	1.93	2.33	1.93
Fast Set Compound		2.12	2.12	2.12	2.12	2.12	2.12	2.12	2.55	2.12-/
Laminating Compound	25# Bag	3.50	3.50	3.50	3.50	3.50	3.50	3.50	4.00	3.50
Texture Finish	25# Bag	1.89	1.97	1.97	1.97	1.97	1.97	1.97	2.23	1.97
Masonry Adhesive	50# Bag	4.50	4.50	4.50	4.50	4.50	4.50	4.50	5.00	4.50
Joint Compound	6-5# Boxes Per Carton	3.24	3.24	3.24	3.24	3.24	3.24	3.24	4.19	3.24
Joint System #2	6-5# Boxes Per Carton	4.43	4.43	4.43	4.43	4.43	4.43	4.43	5.88	4.43
Paper Tape - 500 Ft. Per Roll		.94	.94	.94	.94	.94	.94	.94	1.10	.94
Paper Tape - 250 Ft. Per Roll		.48	.48	.48	.48	.48	.48	.48	.70	.48
Paper Tape - 60 Ft. Per Roll		.20	.20	.20	.20	.20	.20	.20	-	.20

Miscellaneous (Miscellaneous accommodation items (outside buys) 10% discount from Bestwall F.O.B. Mill Price)

SGP 0024504