cc: Mr. A. L. Mey[illegible] - Ardmore
Mr. R. Smith Ardmore Legal — THIS COPY FOR
Mr. B. Hollingsworth - Paoli
Mr. M. Powers - Paoli
Mr. W. Reeves - Ardmore
Mr. G. Wilson - Ardmore

TD 418

PLAINTIFF'S EXHIBIT

GP-1876

November 1, 1962

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

Dear Joe:

This will confirm our telephone conversation relative to gypsum ribs for use generally in laminated gypsum board partition work. Bestwall makes these ribs at several plants, show them available at practically all plants and have standardized generally on a 6" wide rib that is made by laminating two pieces of 1/2" board for a 1" rib, two pieces 5/8" board for 1 1/4" rib, two pieces of 1/2" board and one piece of 5/8" board for 1 5/8" rib, three pieces of 1/2" board for 1 1/2" ribs, two thicknesses of 5/8" and one thickness of 1/2" for 1 3/4" ribs. The following table lists the thickness of the rib, the F.O.B. Bestwall Mill prices, the billing weight per thousand square feet, the selling price of Bestwall to J/M for these ribs.

attached

After the matter of Exhibit A for the contract is settle, these items will be among those added into that grouping.

Bestwall has standardized on a 6" wide rib for this use. These prices would apply if you wanted a wider rib, for narrower ribs you will have to ask for a price which may be higher because of the additional cutting.

Such ribs have been made at Miguel and Ft. Madge and we believe there is no problem there. They will not be made at New Orleans or Bestwall Kansas While the ribs are indicated available at Akron and Avon, Brunswick and Grand Rapids, this is subject to confirmation at the plant due to the fact that all of them do not have equal saw equipment and some plants will have problems with the three thickness ribs that others will not.

It is requested you try to give a plant as long notice as possible when you have a large quantity of ribs required for some commercial job to enable them to take full advantage of the time available to have the products at the lowest cost to Bestwall as possible.

This problem came up due to the necessity of furnishing ribs 1 1/2" thick by 8" on a Baltimore job.

Yours very truly,

BESTWALL CERTAIN TEED SALES CORPORATION

11/2/62

C. E. Abbey
Administrative Assistant - Director of Marketing

CEA/lem

SGP 0024552

ATTACHMENT TO LETTER NOV. 1, 1962 TO J. A. MANIAN

	F.O.B. B/W MILLS PER M. SQ. FT.	BILLING WEIGHT PER M. SQ. FT.	SELLING PRICE B/W to J/K
1" Laminated Ribs	$ 90.00	4050 #	$ 72.00
1 1/8" Laminated Ribs	115.00	5200 #	92.00
1 1/2" Laminated Ribs	125.00	6085 #	100.00
1 5/8" Laminated Ribs	135.00	6450 #	108.00
1 3/4" Laminated Ribs	145.00	7225 #	116.00

SGP 0024553