

cc: Mr. E. A. McCauley - Ardmore  
Mr. A. L. Meyer - Ardmore  
Mr. R. Smith - Ardmore, Legal Dept.  
Mr. W. Reeves - Ardmore

THIS COPY FOR

PLAINTIFF'S EXHIBIT

GP-1847

August 23, 1963

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

Subject: New Costs

Dear Sir:

Mr. McCauley has referred your letter of August 20th to him to me for reply. Mr. A. L. Meyer's letter of August 14th to Mr. MacDonald advised Johns-Manville of certain adjustments in prices which reflected the change in the f.o.b. mill selling price at Bestwall. The letter indicated the changes would be effective on August 16th and asked merely for a return of the letterhead copy of the letter indicating J-M was aware of the change. Your letter of August 20th while not strictly speaking complying with the request made by Mr. Meyer, indicated that you do have the new revised Exhibit A cost sheets. If you need additional copies of this sheet to send to your various sales offices so they may check the invoices, please advise.

Insofar as the matter relative to the costs out of the Acme plant, Bestwall will change the price on shipments of 1/2" regular wallboard into the State of Texas from the \$31.94 shown in the list effective August 16th back to the \$31.21 which had been in effect prior to that time. The Bestwall Billing Department will be advised to make this change and to make changes in invoices which have been issued on 1/2" wallboard, Bestwall to J-M under the new price since August 16th.

Insofar as the other changes made in the prices for Acme, these apply to backer board products, long length products, basis for thin coat plaster and ribs. These changes reflect an increase in f.o.b. mill price at the Acme plant which are currently in effect by Bestwall.

cc: Mr. M. F. MacDonald

*File*

SGP 0024486

Page two  
Mr. J. A. Marian

A copy of this letter has gone to Mr. MacDonald so that he may be aware of the fact that these charges in accordance with the August 16th Exhibit A are currently being charged on Westwall to J-M invoices.

Very truly yours,

B STALL CERRAIN-TEED SALES CORP.

C. E. Abbey  
Administrative Assistant to  
Director of Merchandising

CEA/ams

SGP 0024487