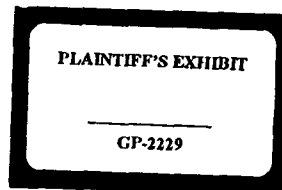


BESTWALL Gypsum Company



415.

120 EAST LANCASTER AVENUE • ARDMORE, PENNSYLVANIA
January 9, 1962

Mr. F. E. Dutcher
Vice President & General Manager
Johns-Manville Sales Corporation
22 East 40th Street
New York 16, New York

BESTWALL GYPSUM COMPANY
SALES

Dear Mr. Dutcher:

Enclosed you will find a copy of the revised Exhibit A to the contract between Bestwall Gypsum Company and Johns-Manville Sales Corporation relative to Gypsum Products. This is dated January 10, 1962 and supersedes the one dated November 1, 1961 sent to you with our letter of November 10.

This revision represents higher costs on certain items which are covered by increased F.O.B. mill prices that will be effective January 10.

Please note that cost figures have been added for the Wilmington, Delaware Plant. While costs are shown for many products, a list showing the products and dates of their availability have been furnished to you. To begin with, only a few items will be available and as the additional ones are available, you will have them in this Exhibit.

Please initial the letterhead copy and the attached Exhibit A 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
Sales Manager, Gypsum

file as
J.M. sales contract

Ed. Morrison
Mr. F. E. Dutcher
1/12/62

ALM/dkp

cc: Mr. E. A. Dennison - Johns-Manville

SGP 0024647

		ACHE TEXAS	AKRON NEW YORK	BESTMALL (BLUE RAPIDS) KANSAS	BRUNSWICK GEORGIA	FORT DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGURD UTAH	WILMINGTON DELAWARE
<u>GYPSUM BOARD PRODUCTS</u>										
REGULAR WALLBOARD	1/2" (MSQ. FT.)	\$23.83	\$26.08	\$24.84	\$24.24	\$24.09	\$24.29	\$26.92	\$23.88	\$26.08
REGULAR WALLBOARD	3/8"	27.25	29.81	28.40	27.72	27.54	27.78	30.54	27.31	29.81
REGULAR WALLBOARD	1/2"	32.17	35.20	33.53	32.73	32.51	32.79	35.76	32.23	35.20
REGULAR WALLBOARD	5/8"	39.85	43.48	41.40	40.42	40.15	40.49	-	39.81	43.48
FOILBACK WALLBOARD	3/8"	38.30	46.32	-	46.50	37.84	40.78	-	41.87	46.32
FOILBACK WALLBOARD	1/2"	43.39	52.38	-	52.71	42.81	45.88	-	45.83	52.38
FOILBACK WALLBOARD	5/8"	51.14	61.71	-	62.10	50.46	57.41	-	50.04	61.71
WOODGRAIN WALLBOARD	3/8"	54.84	65.51	-	64.27	53.91	55.25	58.25	55.20	65.51
VINYL FACE WALLBOARD	3/8"	135.75	144.94	-	134.75	133.89	137.33	-	151.10	144.94
FIRETARD WALLBOARD	1/2"	35.19	38.52	-	35.80	35.57	35.88	-	35.27	38.52
FIRETARD WALLBOARD	5/8"	42.75	46.80	44.56	43.49	43.21	43.59	47.01	42.85	46.80
FIRETARD FOILBACK	1/2"	46.50	56.05	-	56.40	45.89	51.75	-	45.51	56.05
FIRETARD FOILBACK	5/8"	54.26	65.44	-	65.85	53.52	59.57	-	53.08	65.44
GYPSUM SHEATHING (CORE TREATED)	1/2"	31.00	34.52	34.63	33.80	32.50	33.88	34.30	34.50	34.52
REGULAR BACKER	3/8"	24.14	26.48	-	24.62	24.44	24.66	-	24.28	26.48
REGULAR BACKER	1/2"	29.05	31.86	-	29.61	29.39	29.66	-	29.16	31.86
FIRETARD BACKER	5/8"	40.86	44.74	-	41.58	41.31	41.66	-	40.96	44.74
GYPSUM LATH - PLAIN OR PERFORATED	3/8"	20.82	22.79	21.70	21.17	21.04	21.22	28.00	20.86	22.79
GYPSUM LATH - PLAIN OR PERFORATED	1/2"	23.65	28.19	24.64	24.05	23.89	25.50	-	23.69	28.19
GYPSUM LATH PINKOLES	3/8"	26.02	25.66	-	21.17	21.04	21.22	-	20.86	25.66
FOILBACK GYPSUM LATH	3/8"	35.23	38.39	-	38.62	35.50	-	-	37.58	38.39
FOILBACK GYPSUM LATH	1/2"	38.81	41.89	-	-	40.25	42.11	-	-	41.89
LONG LENGTH LATH - PLAIN	1/2"	29.05	34.52	30.56	32.87	29.39	31.62	-	29.16	34.52
PANEL BOARD - 16" WIDE	3/8"	30.25	-	-	-	-	-	-	-	-

- / DENOTES CHANGE

-- BLANK INDICATES NOT AVAILABLE

COST TO JOHN-MANVILLE SALES CORPORATION - GYPSUM PRODUCTS

REVISED EXHIBIT A: PAGE 2
EFFECTIVE - 1/10/62
CANCELS PAGE 2 DATED NOVEMBER 1, 1961

	ACHE TEXAS	AKRON NEW YORK	BESTWALL BLUE RAPIDS KANSAS	BRUNSWICK GEORGIA	FT. DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGURD UTAH	WILMINGTON DELAWARE
<u>BAGS</u>									
<u>PLASTER PRODUCTS -</u>									
<u>PER TON</u>									
NEAT BASE PLASTER 100#	\$14.15	\$16.18	\$14.40	\$16.20	\$13.96	\$15.19	\$17.50	\$13.84	\$15.16
LIGHT MIX BASE COAT 80#	20.81	21.72	20.68	23.85	18.75	20.00	24.00	19.72	21.72
PLASTER									
LIGHT MIX-MASONRY 60#	-	27.47	-	-	21.42	23.32	-	21.24	24.4
PLASTER									
-GAUGING PLASTER 100#	14.14	16.17	14.38	15.00	13.94	16.40	-	14.59	16.17
-HOLDING PLASTER 100#	14.14	16.17	14.38	-	13.94	-	-	14.59	16.17
SLOW & QUICK									
-KEENE'S CEMENT 100#	33.28	41.49	33.34	43.05	35.05	39.10	-	25.07	41.49
WOOD FIBERED PLASTER 100#	14.15	16.18	14.40	16.59	13.96	15.19	-	14.22	16.18
CONCRETE BOND PLASTER 100#	-	-	-	16.00	-	-	-	14.60	-
-FINISHING LIME 50#	37.63	31.46	-	34.96	34.05	29.69	-	-	31.46
<u>JOINT TREATMENT PRODUCTS</u>									
JOINT SYSTEM #1, 18 LBS. COMPOUND 1.58		1.80	1.75	1.85	1.75	1.80	1.80	1.80	1.80
250 FT. TAPE-20# PER BAG									
JOINT COMPOUND - 25# PER BAG	1.45	1.55	1.55	1.65	1.60	1.75	1.60	1.75	1.65
JOINT COMPOUND-6-5# BOXES PER CTN. 3.07		3.02	3.12	3.04	3.02	3.05	3.18	3.88	3.92
JOINT SYSTEM-BEDDING COMPOUND 1.45		1.65	1.55	1.60	1.60	1.75	1.60	1.75	1.65
25# PER BAG									
JOINT SYSTEM-TOPPING COMPOUND 1.45		1.65	1.55	1.60	1.60	1.75	1.60	1.75	1.65
25# PER BAG									
LAMINATING COMPOUND-25# PER BAG 2.51		2.75	2.70	2.80	2.75	2.75	2.78	2.75	2.7
TEXTURE FINISH WHITE-25# PER BAG 1.45		1.70	1.55	1.80	1.60	1.75	1.60	1.80	1.
PAPER TAPE - 500 FT. PER ROLL .78		.78	.78	.78	.78	.78	.78	.78	.78
PAPER TAPE - 250 FT. PER ROLL .40		.40	.40	.40	.40	.40	.40	.40	.40
JOINT SYSTEM #2-6-5# BOXES PER CTN. 4.13		4.13	4.26	4.16	4.13	4.17	4.34	4.43	4.13
PAPER TAPE - 60# PER ROLL .17		.17	.17	.17	.17	.17	-	-	.17
<u>MISCELLANEOUS</u>									
KOLORINGS FOR WOOD GRAIN OR VINYL									
FACE WALLBOARD - PRICE PER LB. .32		.32	.32	.32	.32	.32	.32	.32	.32
1W-1 1/2" BOXES									
PER LB. IN 5# BOXES .305		.305	.305	.305	.305	.305	.305	.305	.305

- / DENOTES CHANGE

SGP 0024649