Ardmore Billing Dept. March 22, 1963 General Sales

Mr. H. W. Reeves J-M PRICES

CC: Mr. K. A. McCaskill - Ardmore
Mr. A. L. Mayer - Ardmore
Mr. R. Smith - Ardmore
Mr. G. E. Wilson - Ardmore

THIS COPY FOR

RE: Price Change

Under the terms of the revision in the contract agreed upon between Bestwall and Johns-Manville on February 15th, J-M is to be given a net price on the basis of a standard percentage discount.

You received advice to the effect that plaster was being dropped from the line at New Orleans March 1st. You should advise your Billing Department at New Orleans to eliminate from Page 2 of Exhibit A, Supplement 1 and Supplement 2, those figures in the column headed "New Orleans, Louisiana" under the plaster products.

You have seen price changes indicating that laminating compound had been dropped 50¢ per bag and the prices on Supplement 1, Exhibit A, Page 2, for laminating compound should show $3.00 per 25# bag clear across the sheet except for Sigurd, where the $4.00 present price will drop to $3.50.

Of greater importance, the net prices to J-M shown on Supplement 2, Exhibit A, Page 2, for laminating compound should be dropped, effective April 1. Those figures shown as $2.45 should be dropped to $2.10; these are for Ames, Akron. These prices shown at $2.73 per bag should be dropped to $2.38; these are the figures for Bestwall, Drummond, Port Dodge, Grand Rapids, New Orleans and Wilmington. The price of $3.00 at Sigurd should be dropped to $2.63.

Would you please advise the proper Billing Departments that a copy of this memorandum is going to Mr. Marion at Johns-Manville, so that he will be advised of the changes being put into effect.

PLAINTIFF'S EXHIBIT

GP-2113

SGP 0024623