CC: Mr. K. A. McCaskill - Paoli
Mr. R. L. Smith - Paoli Legal ← THIS COPY FOR
Mr. G. E. Wilson - Paoli
Mr. E. B. Hollingsworth - Paoli
Mr. M. M. Powers - Paoli
Mr. C. G. Shuttleworth - Paoli
Mr. K. A. Ashbrook - Billing Dept.
All Plant Managers

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PLAINTIFF'S EXHIBIT

GP-1704

August 19, 1964

Mr. J. A. Marian
Johns-Manville Sales Corporation
22 East 40th Street
New York 16, New York (10016)

RE: ½" Tile Backer Board

Dear Joe:

As you are aware, we have recently added the above product to our line and yours at all our plants. Following are the published F.O.B. plant prices on this product, the percent discount to the Johns-Manville Sales Corporation and the net price to Johns-Manville at each plant.

Plant	Published F.O.B. Price	% Discount To J-M	Net Price to J-M(F.O.B. Plant)
Acme, Texas	$82.50	30	$57.75
Akron, New York	82.50	21	65.18
Bestwall, Kansas	82.50	30	57.75
Brunswick, Georgia	82.50	28.5	58.99
Ft. Dodge, Iowa	82.50	27	60.23
Grand Rapids, Michigan	82.50	27	60.23
New Orleans, Louisiana	82.50	24	62.70
Sigurd, Utah	82.50	27	60.23
Wilmington, Delaware	82.50	25	61.88

Very truly yours,

BESTWALL GYPSUM COMPANY

K. A. McCaskill
Vice President - Marketing