

GEORGIA-PACIFIC CORPORATION
BESTWALL GYPSUM DIVISION

OCTOBER 10, 1966

TO: ALL REGIONAL SALES MANAGERS
ALL AREA SALES MANAGERS
ALL SALESMEN
DISTRIBUTION DIVISION SALES PERSONNEL

SUBJECT: ETERNAWALL
RE: Pricing

CC: Mr. A. L. Meyer - Paoli
Mr. C. E. Abbey - Paoli
Mrs. Catherine Bigham - Paoli

BY: G. J. BUCHLER:amw

It has been brought to our attention that some confusion exists with respect to pricing of Eternawall. In order to alleviate this confusion we are setting forth the following policy:

1/2" Regular Eternawall - will continue to be priced on the basis of the applicable zone delivered price as shown on the respective pages of Schedule 1.

Other Eternawall Products - prices for all other Eternawall Products will be computed as follows: Take the zone delivered price of 1/2" Eternawall and subtract from this the zone delivered price of 1/2" Regular Board. The remainder is the charge for putting vinyl on the board for that particular zone. This charge may then be added to any other board delivered price (both Regular and Firestop) for the purpose of obtaining a delivered price on that type or thickness of vinyl covered board.

187.00
46.00
141.00

141.00
62.50
203.50