

November 26, 1962

Johns-Manville Sales Corporation  
22 East 40th Street  
New York 16, New York

*Never returned &  
accepted*

Gentlemen:

Reference is made to our Agreement with you dated January 1, 1961 for the sale of Gypsum Products. It is hereby agreed that effective December 1, 1962 said Agreement is hereby amended as follows: *40 (5, 1962)*

Paragraph No. 7, "Guaranty by Factor and Payment to Manufacturer" shall be amended to read as follows:

"As a part of its obligation as del credere factor hereunder, Factor guarantees the due and prompt payment to Manufacturer of the amounts due it on account of all sales effected by Factor hereunder.

Immediately following shipment, Manufacturer will invoice Factor for each shipment of Gypsum Products sold by Factor hereunder, which invoice shall be based on Manufacturer's established prices f.o.b. plant currently in effect at time of shipment, less appropriate discounts as listed in Exhibit A, attached hereto and made a part hereof, for the various Gypsum Products at each of Manufacturer's Gypsum plants. Said discounts reflect all discounts, expenses and selling commissions due factor for its services as del credere factor hereunder. Exhibit A shall be subject to review by Manufacturer on March 1 and September 1 of each year of this Agreement for adjustments which are mutually agreeable to both parties hereto. Manufacturer will notify Factor with respect to any increase or decrease in its established f.o.b. prices of any Gypsum Products at the same time that it notifies its own sales representatives of such change. ✓

*and on March 1 - last ?  
and full of this agreement through*

SGP 0002331

November 26, 1962

Jones-Manville Sales Corporation  
New York 100, New York

Not later than the 10th day of each calendar month, Factor shall account for and remit to Manufacturer the amount due Manufacturer for all sales made by Factor and invoiced by Manufacturer during the preceding calendar month. Such remittance shall be so due and payable whether or not Factor shall have collected its selling price for the Gypsum Products so sold, and payment of the amount so due shall constitute full performance of Factor's guaranty as del credere factor in respect of the account so paid. Terms of payment shall be net - 10th proximo."

Very truly yours,

BESTHALL GYPSUM COMPANY

Executive Vice President

Secretary

Accepted:  
November 26, 1962

*Hub*

JONES-MANVILLE SALES CORPORATION

Vice President

Secretary

CC: C. E. Abbey - Ardmore  
G. E. Wilson - Ardmore  
H. W. Reeves - Ardmore

*We are also attaching the  
log of showing account FOB Mill Price  
+ 2 showing calculated net, and  
to 3m hand in ex. 4. + 1. 1.*

SGP 0002332