

BW
TD-416

CC: Messrs.
Malcolm Mayer - Ardmore
K. A. McCaskill - Ardmore
R. L. Smith - Ardmore
C. E. Abbey - Ardmore
H. W. Reeves - Ardmore Billing

THIS COPY FOR

PLAINTIFF'S EXHIBIT

GP-1851

August 14, 1963

Mr. K. F. McDonald
Vice President
Johns-Manville Sales Corporation
22 East 40th Street
New York 16, New York

Dear Mr. McDonald:

Enclosed you will find a copy of the revised Exhibit A to the contract between the Bestwall Gypsum Company and the Johns-Manville Sales Corporation. Also enclosed is a copy of Supplement 1 to Exhibit A showing the current F.O.B. mill prices at the Bestwall plants and Supplement 2 to Exhibit A showing the net prices to Johns-Manville.

These pages reflect the changes in mill base prices effective August 16, 1963.

Will you please initial the letterhead copy of this letter including 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. Mayer
Director of Merchandising

AL:mad

CC: Mr. J. A. Marian
Johns-Manville Sales Corp.
New York, New York

SGP 0024491

PER CENT DISCOUNT ON F.O.B. BESTWALL MILL PRICES TO JOHNS-MAVILLE SALES CORPORATION

EXHIBIT A, PAGE 1
EFFECTIVE: 8/16/63
CANCELS PRICE 1, 2/15/63

		ACME TEXAS	AKRON NEW YORK	BESTWALL (Blue Rapids) KANSAS	BRUNSWICK GEORGIA	FORT DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGOURD UTAH	WILMINGTON DELAWARE
<u>Gypsum Board Products</u>										
REGULAR WALLBOARD	1/4" (MSQ. FT.)	27%	19%	28%	28%	26%	25%	21%	27%	23%
REGULAR WALLBOARD	3/8"	27	19	28	28	26	25	21	27	23
REGULAR WALLBOARD	1/2"	27	19	28	28	26	25	21	27	23
REGULAR WALLBOARD	5/8"	27	19	28	28	26	25	21	27	23
FIRETARD WALLBOARD	1/2"	27	19	-	28	26	25	21	27	23
FIRETARD WALLBOARD	5/8"	27	19	28	28	26	25	21	27	23
REGULAR BACKER	3/8"	27	19	-	28	26	25	21	27	23
REGULAR BACKER	1/2"	-	19	-	28	26	25	-	27	-
FIRETARD BACKER	5/8"	27	(19)	-	28	26	25	-	27	23
CORE BOARD	1"	27	-	-	28	26	-	-	-	-
WOODGRAIN WALLBOARD	3/8"	27	19	-	28	26	25	21	27	23
VINYL FACE WALLBOARD	3/8"	27	19	-	28	26	25	21	27	23
VINYL FACE WALLBOARD	1/2"	27	19	-	28	26	25	21	27	23
GYPSUM LATH - PLAIN	3/8"	8	16	27	22	25	25	8	27	16
OR PERFORATED										
GYPSUM LATH PINHOLE	3/8"	8	16	27	22	25	25	8	27	16
GYPSUM LATH - PLAIN	1/2"	(8)	16	27	22	25	25	-	27	16
LONG LENGTH LATH - PLAIN	1/2"	(23)	16	27	22	25	25	-	27	(16)
T-C LATH	3/8"	(23)	16	-	22	25	25	-	27	(16)
T-C LATH	1/2"	(23)	16	-	22	25	25	-	27	(16)
PANEL BOARD-16" Wide	3/8"	23	-	-	-	-	-	-	-	-
GYPSUM RIBS	1"	23	15	-	22	25	25	-	26	-
GYPSUM RIBS	1 1/4"	23	15	-	22	25	25	-	26	-
GYPSUM RIBS	1 1/2"	23	15	-	22	25	25	-	26	-
GYPSUM RIBS	1 3/4"	23	15	-	22	25	25	-	26	-
FOILBACK WALLBOARD	3/8"	23	8	-	7.5	25	12.5	-	20	12
FOILBACK WALLBOARD	1/2"	23	8	-	7.5	25	12.5	-	20	12
FOILBACK WALLBOARD	5/8"	23	(8)	-	7.5	25	12.5	-	20	12
FIRETARD FOILBACK	1/2"	23	(8)	-	7.5	25	12.5	-	20	12
FIRETARD FOILBACK	5/8"	23	(8)	-	7.5	25	12.5	-	20	12
FOILBACK GYPSUM LATH	3/8"	(23)	8	-	7.5	25	(12.5)	-	20	12
FOILBACK GYPSUM LATH	1/2"	(23)	8	-	7.5	25	(12.5)	-	20	12
GYPSUM SHEATHING	1/2"	16	8	8	16	16*	8	8	16	8

*AVAILABLE FROM FT. DODGE PLANT ONLY ON SPECIAL ORDER
1/2" CORE TREATED SHEATHING WITH ONE SIDE IVORY FACE PAPER - 16% DISCOUNT
1/2" CORE TREATED SHEATHING WITH ONE SIDE FOIL - 16% DISCOUNT

PER CENT DISCOUNT ON F.O.B. BESTWALL MILL PRICES TO JOHNS-TOWNVILLE SALES CORPORATION

EXHIBIT A, PAGE 2
EFFECTIVE: 8/16/63

CANCELS PAGE 2, 2/16/63

NEW ORLEANS
LOUISIANA

ST. LOUIS
MISSOURI

FT. DODGE
IOWA

BRUNSWICK
GEORGIA

BESTWALL
(BLUE RAPIDS)
KANSAS

AKRON
NEW YORK

ACME
TEXAS

BAGS

PLASTER PRODUCTS -
PER TON

NEAT BASE PLASTER	100#	30%	15%	30%	25%	30%	23%	-	28%	20%
Gauging Plaster Local	100#	(30)	(15)	(30)	-	(30)	23	-	(28)	-
Gauging Plaster White	100#	(30)	(15)	(30)	25	(30)	(15)	-	(28)	20
Molding Plaster Local	100#	(30)	(15)	(30)	-	(30)	(23)	-	(28)	-
Molding Plaster White	100#	(30)	(15)	(30)	25	(30)	(15)	-	(28)	(20)
Wood Fibered Plaster	100#	(30)	(15)	(30)	25	(30)	23	-	(28)	20
Concrete Bond Plaster	100#	(30)	-	-	(25)	-	-	-	(28)	-
Light Mix Base Coat	80#	15	15	15	15	30	23	-	28	15
Plaster	80#	(15)	(15)	(15)	-	30	(23)	-	(28)	15
Light Mix Masonry	80#	(15)	(15)	(15)	-	30	(23)	-	(28)	15
Plaster	100#	(10)	(10)	(10)	(10)	(10)	(10)	-	(28)	(10)
Keene's Cement	50#	-	(10)	(10)	(10)	(10)	(10)	-	(28)	(10)
Finishing Lime	50#	-	(10)	(10)	(10)	(10)	(10)	-	(28)	(10)

JOINT TREATMENT PRODUCTS (PERCENT DISCOUNT FROM BESTWALL DELIVERED CARLOAD PRICE TO BESTWALL CUSTOMER)

ALL PURPOSE JOINT COMPOUND	25# BAG	30	-	22	-	22	-	22	-	22
JOINT SYSTEM #1	20# BAG	30	30	22	22	22	22	22	25	22
250 FT. TAPE 18# COMPOUND										
JOINT COMPOUND -	25# BAG	30	30	22	22	22	22	22	25	22
Bedding Compound	25# BAG	30	30	22	22	22	22	22	25	22
Topping Compound	25# BAG	30	30	22	22	22	22	22	25	22
Fast Set Compound	25# BAG	30	20	22	22	22	22	22	25	30
Laminating Compound	25# BAG	30	30	22	22	22	22	22	25	22
Texture Finish	25# BAG	30	30	22	22	22	22	22	25	22
Masonry Adhesive	50# BAG	30	22	22	22	22	22	22	25	30
SPACKLING COMPOUND	6-5# BOXES	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)	(5)
PER CTN.										
JOINT COMPOUND	6-5# BOXES	10	10	10	10	10	10	10	10	10
PER CTN.										
JOINT SYSTEM #2	6-5# BOXES	10	10	10	10	10	10	10	10	10
PER CTN.										
PAPER TAPE - 500 FT. PER ROLL		20	20	15	15	15	15	15	15	15
PAPER TAPE - 250 FT. PER ROLL		20	20	15	15	15	15	15	15	15
PAPER TAPE - 60' ROLL		20	20	15	15	15	15	15	15	15

MISCELLANEOUS (MISCELLANEOUS ACCOMMODATION ITEMS INCLUDING OUTSIDE BUYS NOT LISTED ABOVE AVAILABLE IN BESTWALL CONTAINERS ONLY AT 10% DISCOUNT FROM BESTWALL F.O.B. MILL PRICE)

-/- DENOTES CHANGE - THIS ISSUE

CURRENT F.O.B. MILL PRICES AT

SUPPLEMENT 1 PAGE 2

EXHIBIT A,

EFFECTIVE: 8/15/63

CANCELS PAGE 1; DATED 2/15/63 R

	BESTWALL (BLUE RAPIDS) KANSAS	BRUNSWICK GEORGIA	FT. DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGURO UTAH	WILMINGTON DELAWARE
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PLASTER PRODUCTS -

PER TON

NEAT BASE PLASTER	100#	\$19.25	\$21.25	\$19.25	\$19.25	19.25	20.75
GAUGING PLASTER LOCAL	100#	(19.00)	-	(19.00)	-	(21.75)	-
GAUGING PLASTER WHITE	100#	(20.50)	(20.50)	(20.15)	-	(22.25)	(23.80)
MOLDING PLASTER LOCAL	100#	(19.00)	-	(19.00)	-	(21.25)	-
MOLDING PLASTER WHITE	100#	(20.50)	(20.50)	(25.40)	-	(22.25)	(23.80)
MOLDING FIBERED PLASTER	100#	(19.25)	21.75	(25.40)	-	(19.75)	20.75
CONCRETE BOND PLASTER	100#	(20.25)	-	(22.00)	-	(20.25)	-
LIGHT MIX BASE COAT PLASTER	80#	28.00	30.50	28.00	28.00	27.00	29.00
LIGHT MIX MASONRY PLASTER	80#	(31.80)	(34.00)	31.50	(31.50)	(29.00)	35.50
KERNE'S CEMENT	100#	(35.15)	(35.15)	(37.55)	(42.05)	(28.50)	(46.05)
FINISHING LINE	50#	-	(39.35)	(40.81)	(31.55)	-	(35.86)

JOINT TREATMENT PRODUCTS (CURRENT BESTWALL DELIVERED CARLOAD PRICE TO BESTWALL CUSTOMER)

ALL PURPOSE JOINT COMPOUND	25# BAG	1.50	1.50	-	-	1.50	-
JOINT SYSTEM #1	20# BAG	2.38	2.38	2.38	2.38	2.35	2.38
250 FT. TAPE 18# COMPOUND							
JOINT COMPOUND	25# BAG	1.90	1.90	1.90	1.90	2.33	1.90
BEGGING COMPOUND	25# BAG	1.90	1.90	1.90	1.90	2.33	1.90
TOPPING COMPOUND	25# BAG	1.93	1.93	1.93	1.93	2.33	1.93
FACE SET COMPOUND	25# BAG	2.12	2.12	2.12	2.12	2.85	2.12
LAMINATING COMPOUND	25# BAG	3.50	3.50	3.50	3.50	4.00	3.50
TEXTURE FINISH	25# BAG	1.97	1.97	1.97	1.97	2.23	1.97
MASONRY ADHESIVE	50# BAG	4.50	4.50	4.50	4.50	5.00	4.50
SPACKLING COMPOUND	6-5# BOXES	(2.35)	(2.35)	(2.35)	(2.35)	(2.25)	(2.35)
PER CARTON							
JOINT COMPOUND	6-5# BOXES	3.24	3.24	3.24	3.24	4.19	3.24
PER CARTON							
JOINT SYSTEM #2	6-5# BOXES	4.43	4.43	4.43	4.43	5.88	4.43
PER CARTON							
PAPER TAPE - 500 FT. PER ROLL		.94	.94	.94	.94	1.10	.94
PAPER TAPE - 250 FT. PER ROLL		.48	.48	.48	.48	.70	.48
PAPER TAPE - 60 FT. PER ROLL		.20	.20	.20	.20	-	.20

MISCELLANEOUS (MISCELLANEOUS ACCOMMODATION ITEMS INCLUDING OUTSIDE BUYERS NOT LISTED ABOVE, AVAILABLE IN BESTWALL CO. STAINER ONLY AT 10% DISCOUNT FROM BESTWALL F.O.B. MILL PRICE)

CURRENT NET PRICES TO JOHNS-MANVILLE

SUPPLEMENT 2, PAGE 1
EXHIBIT A:
EFFECTIVE: AUGUST 1, 1963
CANCELS: PAGE 1, FEB. 15, 1963 R.

		ACME TEXAS	AKRON NEW YORK	BESTWALL (BLUE RAPIDS) KANSAS	BRUNSWICK GEORGIA	FORT DODGE IOWA	GRAND RAPIDS MICHIGAN	NEW ORLEANS LOUISIANA	SIGMA UTAH	WILMINGTON DELAWARE
GYPSON BOARD PRODUCTS	1/4" (M Sq.Ft.)	-/23.73	\$26.33	\$25.20	\$23.94	\$24.05	\$24.38	\$27.26	\$23.72	\$26.18
REGULAR WALLBOARD	3/8"	26.28	29.16	27.72	26.28	26.64	27.00	30.02	26.28	28.88
REGULAR WALLBOARD	1/2"	31.94	35.44	33.30	32.40	32.38	32.81	35.95	31.94	34.65
REGULAR WALLBOARD	5/8"	38.69	42.93	39.96	38.16	39.22	39.75	43.06	38.69	41.58
FIREFARD WALLBOARD	1/2"	35.59	39.49	-	36.72	36.08	36.56	39.11	-	37.73
FIREFARD WALLBOARD	5/8"	42.34	46.98	43.56	-/ 41.76	42.92	43.50	47.01	42.34	45.43
REGULAR BACKER	3/8"	25.19	27.95	-	25.20	25.53	25.88	-	25.19	27.72
REGULAR BACKER	1/2"	-	34.22	-	31.32	31.27	31.69	-	30.84	-
FIREFARD BACKER	5/8"	41.25	45.77	-	40.68	41.81	42.38	-	41.25	44.28
CORE BOARD	1"	68.62	-	-	67.68	69.56	-	-	-	-
WOODGRAIN WALLBOARD	3/8"	51.47	57.11	-	51.12	52.17	52.88	57.28	51.47	55.44
VINYL FACE WALLBOARD	3/8"	127.75	141.75	-	126.00	129.50	131.25	-	-	134.75
VINYL FACE WALLBOARD	1/2"	135.05	149.85	-	133.20	136.90	138.75	146.15	142.35	142.45
GYPSON LATH - PLAIN OR PERFORATED	3/8"	25.53	23.31	22.08	21.84	20.81	20.81	27.14	20.26	24.36
GYPSON LATH PINHOLE	3/8"	25.53	23.31	22.08	21.84	20.81	20.81	27.14	20.26	24.36
GYPSON LATH-PLAIN	1/2"	29.21	26.67	24.64	24.96	23.81	23.81	-	23.18	27.51
LONG LENGTH LATH - PLAIN	1/2"	32.53	35.49	32.67	33.93	31.69	31.69	-	30.84	36.54
1/2" LATH	3/8"	26.57	28.98	-	27.30	25.88	25.88	-	25.19	30.24
1/2" LATH	1/2"	32.53	35.49	-	33.93	31.69	31.69	-	30.84	36.54
PANEL BOARD - 16" WIDE	3/8"	30.03	-	-	-	-	-	-	-	-
GYPSON RIBS	1"	80.85	89.25	-	81.90	78.75	78.75	-	77.70	-
GYPSON RIBS	1 1/4"	100.10	110.50	-	101.40	97.50	97.50	-	96.20	-
GYPSON RIBS	1 1/2"	115.50	127.50	-	117.00	112.50	112.50	-	111.00	-
GYPSON RIBS	1 3/4"	130.90	144.50	-	132.60	127.50	127.50	-	125.80	-
FOILBACK WALLBOARD	3/8"	39.27	46.92	-	47.64	38.25	44.63	-	40.80	46.20
FOILBACK WALLBOARD	1/2"	44.47	53.13	-	54.58	43.31	50.53	-	46.20	51.92
FOILBACK WALLBOARD	5/8"	52.36	62.56	-	62.90	51.00	59.50	-	54.40	-
FIREFARD FOILBACK	1/2"	49.09	58.65	-	61.05	47.81	55.78	-	-	56.32
FIREFARD FOILBACK	5/8"	56.21	67.16	-	69.38	54.75	63.68	-	-	-
FOILBACK GYPSON LATH	3/8"	32.92	-	-	39.78	32.06	37.41	-	34.20	38.72
FOILBACK GYPSON LATH	1/2"	36.00	-	-	43.48	35.06	40.91	-	-	-
GYPSON SHEATHING	1/2"	30.66	35.42	35.88	31.50	30.66	33.58	32.20	33.18	36.34
AVAILABLE FROM FT. DODGE PLANT ONLY ON SPECIAL ORDER			1/2" CORE TREATED SHEATHING WITH ONE SIDE IVORY FACE PAPER - NET (36.96)							
			1/2" CORE TREATED SHEATHING - WITH ONE SIDE FOIL - NET (47.04)							

SGP 0024496

CURRENT NET PRICES TO JOHNS-MANVILLE

SUPPLEMENT 2, PAGE 2

EXHIBIT A,

EFFECTIVE: 8/15/63

CANCELS PAGE 2 2/15/63

SICGUD WILMINGTON
UTAH DELAWARENEW ORLEANS
LOUISIANAGRAND RAPIDS
MICHIGANFT. DODGE
IOWABRUNSWICK
GEORGIABESTWALL
(BLUE RAPIDS)
KANSASAKRON
NEW YORKACME
TEXAS

BAGS

PLASTER PRODUCTS -
PER TON

HEAT BASE PLASTER	100#	\$13.48	\$16.36	\$15.23	\$15.75	\$13.48	\$14.82	-	\$13.86	\$16.50
GAUGING PLASTER LOCAL	100#	(13.30)	(15.15)	-	-	(13.30)	14.63	-	(15.30)	-
GAUGING PLASTER WHITE	100#	(14.35)	(27.41)	(14.35)	(19.05)	(24.78)	(28.88)	-	(16.02)	19.04
MOLDING PLASTER LOCAL	100#	(13.30)	(15.15)	-	-	(13.30)	(14.63)	-	(15.30)	-
MOLDING PLASTER WHITE	100#	(14.35)	(27.41)	(14.35)	(19.05)	(24.78)	(28.88)	-	(16.02)	19.04
WOOD FIBERED PLASTER	100#	(13.48)	(13.36)	15.23	15.75	(13.48)	14.82	-	(14.22)	16.50
CONCRETE BOND PLASTER	100#	(14.18)	-	-	(16.50)	-	-	-	(14.58)	-
LIGHT MIX BASE COAT PLASTER	80#	23.80	23.80	25.93	24.65	19.60	21.56	-	19.44	24.65
LIGHT MIX MASONRY PLASTER	80#	(27.03)	(27.63)	(28.90)	-	22.05	(24.26)	-	(20.68)	30.18
ACEMENT CEMENT FINISHING LINE	100#	(31.84)	(40.01)	(31.64)	(42.93)	(33.80)	(37.85)	-	(20.52)	(41.45)
50#	-	-	(30.39)	(34.52)	(36.55)	(32.90)	(28.40)	-	-	(32.09)

JOINT TREATMENT PRODUCTS

ALL PURPOSE JOINT COMPOUND	25# BAG	1.05	-	1.17	-	-	-	1.17	-	-
JOINT SYSTEM #1										
250 FT. TAPE-18# CMPD.	20# BAG	1.67	1.67	1.83	1.86	1.86	1.86	1.86	1.86	1.86
JOINT COMPOUND -	25# BAG	1.33	1.33	1.48	1.48	1.48	1.48	1.48	1.48	1.48
BEDDING COMPOUND	25# BAG	1.33	1.33	1.48	1.48	1.48	1.48	1.48	1.48	1.48
TOPPING COMPOUND	25# BAG	1.35	1.35	1.51	1.51	1.51	1.51	1.51	1.51	1.51
FAST SET COMPOUND	25# BAG	1.48	1.70	1.65	1.65	1.65	1.65	1.65	1.65	1.65
LAMINATING COMPOUND	25# BAG	2.45	2.45	2.73	2.73	2.73	2.73	2.73	2.73	2.73
TEXTURE FINISH WHITE -	25# BAG	1.18	1.38	1.54	1.54	1.54	1.54	1.54	1.54	1.54
MASONRY ADHESIVE	50# BAG	3.15	3.51	3.51	3.51	3.51	3.51	3.51	3.75	3.15
PACKING COMPOUND	6-5# BOXES	(2.23)	(2.23)	(2.23)	(2.23)	(2.23)	(2.23)	(2.23)	(2.14)	(2.23)
JOINT COMPOUND	6-5# BOXES	2.92	2.92	2.92	2.92	2.92	2.92	2.92	3.77	2.92
JOINT SYSTEM #2										
PAPER TAPE - 500 FT. PER ROLL		.75	.75	.80	.80	.80	.80	.80	.80	.80
PAPER TAPE - 250 FT. PER ROLL		.38	.38	.41	.41	.41	.41	.41	.41	.41
PAPER TAPE - 60 FT. PER ROLL		.16	.16	.17	.17	.17	.17	.17	.17	.17
MISCELLANEOUS (MISCELLANEOUS ACCOMMODATION ITEMS INCLUDING OUTSIDE BUYS NOT LISTED ABOVE, AVAILABLE IN BESTWALL CONTAINERS ONLY AT 10% DISCOUNT FROM BESTWALL F.O.B. MILL PRICE)										

-/- DENOTES CHANGE

SGP 0024497