cc: Mr. A. L. [illegible] - Ardmore
Mr. C. E. Abbey - Ardmore
Mr. R. L. Smith - Ardmore
Mr. W. Reeves - Ardmore
Mr. J. V. Mannino - Ardmore
Mr. O. F. Grieve - Paoli
Mr. G. E. Wilson - Paoli

HIS COPY FOR

PLAINTIFF'S EXHIBIT

GP-613

June 9, 1961

Mr. F. M. Dutcher, Vice President
Johns-Manville Sales Corporation
Building Products Division
22 East 40th Street
New York 16, N. Y.

Dear Mr. Dutcher:

It has developed that in the sale of gypsum plasters your sales force is finding need to have Finishing Lime products available out of the gypsum plants for shipment in limited amount in mixed cars with gypsum products. To assist you in holding this type business Bestwall Finishing Lime items in Bestwall labeled bags will be made available for shipment on J-M orders.

The F.O.B. mill prices at the following mills will be:

Acme, Texas	$37.25
Akron, N. Y.	30.25
Brunswick, Ga.	36.50
Fort Dodge, Iowa	35.05
Grand Rapids, Mich.	29.25

This is a mill price per ton in 50# paper bags and covers Bestwall Builder's Lime (Autoclave Finishing Lime) and Bestwall Speedy Lime (Normal Hydrated Finishing Lime). Some of these plants stock Lime in asphalt lined bags. This material will be available at $2.50 per ton additional charge. Terms of payment shall be 2% - 10th prox., net - 30th prox. Freight from the plant to the J-M customer will, of course, be for J-M's account.

Recently there were some units of 60' tape returned to the Brunswick Plant by a J-M customer. This raises the question of material other than defective returned to the gypsum plant from which it was shipped. Bestwall will give credit for returned goods only on the following conditions:

1. The plant has been notified of the intended return and given permission for the return.

2. Credit will be given to J-M on the basis of the inventory of material received in satisfactory condition for resale.

3. All freight for returned material is for J-M's account. There will be a 10% service charge on the returned goods accepted.

Credit will be issued to J-M on the basis of charges made to J-M. Any adjustments to J-M customers will, of course, be made by J-M.

In order to satisfactorily service accounts in some areas, certain palletized shipments of bag goods will be authorized with the following qualifications:

Grand Rapids, Michigan - Orders for pallet shipment of bag goods into the Detroit metropolitan area may be accepted on company owned pallets at a charge of $5.00 per pallet. Pallets identified as J-M property will be available approximately June 15th. Freight outbound on the pallet is included in the freight bill for the shipment of the plaster goods and will be charged to J-M. Freight on the return of the pallets will be absorbed by Bestwall. J-M will be credited with $5.00 for each J-M pallet returned. It will be J-M's responsibility to keep track of the charges to the J-M customers and credits for these pallets.

Grand Rapids, Michigan - Orders for pallet shipment of bag goods into Lower Michigan except Detroit metropolitan market may be accepted for shipment on customer's pallets with a service charge of 50 cents per ton for handling these pallets. It will be J-M's responsibility to contact the Bestwall Plant relative to getting customer's pallets back to the plant. Outbound freight on these pallets will be included in the freight charge for the shipment to the customer and will be for J-M's account. Inbound freight on customer's pallets will be absorbed by Bestwall.

Bestwall is not in a position to accept orders for shipment of bag goods out of Grand Rapids on pallets into any other areas.

Presently, Bestwall is not in a position to accept orders for pallet shipment of board products into any market out of Grand Rapids.

Akron, New York - Orders for pallet shipment of bag goods to accounts in New York State served via the Smith Trucking Company may be accepted on customer's pallets at no charge. Outbound freight on the pallets will be included in the freight charges on the shipment to the customer and will be for J-M's account. Inbound freight charges on pallets will be absorbed by Bestwall. It will be J-M's responsibility to arrange through the Akron Plant for the shipment of customer's pallets to the plant.

Bestwall is not in a position to accept J-M orders for pallet shipment of bag goods into other areas shipped out of Akron. There are no pallet shipments of board products out of Akron. No pallet shipments out of other plants are authorized.

Very truly yours,

A. O. Graves
Secretary

AOG:jmr
cc: Mr. T. A. Dennison

60

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