

CC: Mr. A. L. Meyer - Ardmore
~~Mr. A. O. Goss - Ardmore~~
Mr. R. Smith - Ardmore
Mr. J. Mannio - Ardmore

THIS COPY FOR

BW
TD 416
PLAINTIFF'S EXHIBIT

GP-2088

August 6, 1962

Mr. Joseph M. Marian
Gypsum Products Manager
Johns-Manville Sales Corp.
22 East 40th Street
New York 16, New York

Dear Joe:

Effective August 1 and until further notice Bestwall will allow a credit to J-M of \$1.75 per thousand square foot to be shown on the face of each invoice, on all board except gypsum lath, gypsum backing board and gypsum sheathing shipped out of the Acme plant into the following cities in the state of Texas: Abilene, Austin, Del Rio, El Paso, Fredricksburg, Laredo, O'Donnell, San Angelo, San Antonio, Seymour, and Wichita Falls. The same allowance under the same conditions will be made on shipments into the following cities in the state of New Mexico: Clovis, Las Cruces, and Portales. For rail delivery only in Dallas and Lubbock, Texas the same credit of \$1.75 per thousand square foot will be made on all Gypsum Wallboard products and sheathing excluding gypsum lath and backing board.

This will be effective on all shipments made on and after August 1. It will be subject to further changes on notice.

Very truly yours,

BESTWALL CERTAIN-TEND SALES CORP.

C. E. Abbey
Merchandise Manager - Gypsum

CEA/vja

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