PLAINTIFF'S EXHIBIT
GP-1730

Ardmore March 31, 1964 General Sales

Mr. K. A. McCaskill JOHNS-MANVILLE SALES CORPORATION

C. E. Abbey - sad

CC: Mr. M. M. Powers - Ardmore Re: Exhibit A, Revisions for March 1
Mr. R. L. Smith - Ardmore Legal THIS COPY FOR

On review of my memorandum of March 4 to you under the above subject with the enclosures, you suggested I rework the material so that the net result of the proposed changes would be practically zero.

As per our discussions yesterday, I have attached a copy of the current Exhibit A, Page 1, which shows the percent discount at the various Bestwall mills to Johns-Manville. I have reduced the proposed increases in discounts to them and held the same figures for the original proposed decreases.

The red figures in the Acme, Brunswick, and Sigurd columns show a half percent increase in the discount to them, while the red figures in the Wilmington column are a 1% increase. The blue figures are decreases in discounts to Johns-Manville representing increased cost to them. I believe this is equitable and will have little affect on the profits to Bestwall, particularly since the F.O.B. mill price on several of the major items increased recently. There is need for some upwards adjustment on items now stocked.

The Cost Department indicates the only way to actually check what affects these changes would have would require several hours calculations. They don't believe there is any way to do it rapidly on the tabulating machines. If we want a check made by them, they would like to do it now since their move to Paoli is planned for this weekend.

May I have your approval of this sheet so that new pages for Exhibit A may be officially prepared. I would suggest an April 15, 1964 effective date

3/31/64