

cc: Mr. R. Smith - more
Mr. H. W. Ree - Ardmore
Mr. J. DiLorenzo - Akron Plant
Mr. C. E. Abbey - Ardmore

THIS COPY FOR

PLAINTIFF'S EXHIBIT

GP-2124

August 29, 1961

Mr. E. A. Dermison
Gypsum Products Manager
Johns-Manville Sales Corporation
22 East 40th Street
New York 18, New York

Sub: Satin Spar Gauging Plaster

Dear Denny:

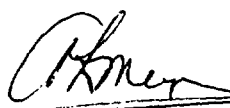
In reply to Mr. Marion's letter of August 21, 1961, Bestwall will make available to Johns-Manville, out of the Akron, New York Plant only, Bestwall Satin Spar Gauging Plaster at a price of \$29.00 per ton, F.O.B. the plant and subject to a 2% discount for payment on the 10th of the month following shipment.

This product is being made available as a service item only and will be limited to one ton of Satin Spar per carload of other gypsum products. It will only be available in the Bestwall Gypsum Company bag. The price represents approximately 10% less than mill base price at Akron.

Remember that this is a white gauging made from western rock and should not be sold in competition with gauging plasters out of the East Coast plants, meeting their price. Gauging plasters from all manufacturers on the East Coast are made out of imported rock and while their gauging plasters are whiter, than gauging made of local rock, the gauging plasters out of the East Coast plants are not as white as that made out of the Bestwall Blue Rapids Plant, USG Southard Plant and National Medicine Lodge plant.

Very truly yours,

BESTWALL GYPSUM COMPANY


A. E. Moyer, Manager
Gypsum Division

file. RVS
8/29/61

ALM/dkp

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