

National Lead Company
WESTERN REGION

P.O. Box 512, San Francisco, California 94101



FRANCIS M. AVAKIAN
Manager - Paint Division

August 14, 1970

RECEIVED

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PAINT DIVISION

Mr. Arne Lindholm
Glidden-Durkee Division
1000 - 16th Street
San Francisco, California 94107

Dear Arne:

Enclosed please find three copies of Industrial customer transfer schedules which relate to the Purchase Agreement between the National Lead Company and SCM Corporation, Glidden-Durkee Division. They are as follows:

1. Transferred Schedule "A" accounts as referred to in the Agreement. These are essentially those accounts referred to in our original discussions.
2. Transferred Schedule "A-1" accounts. These represent additional Industrial accounts which we will no longer be able to supply. Mr. Whittig expressed interest in obtaining access to the development work and account rapport already established. We have, therefore, supplied your people with the necessary information to continue the account relationship.

Our understanding is that Glidden sales to these customers which are developed as a result of the National Lead transfer of technical background will be included in the commission arrangement described in paragraph 4 of the Purchase Agreement.

3. Schedule "B". This schedule provides product and formula information pertinent to each transferred Industrial account. The formulas listed therein have been supplied to your Production Department by the National Lead Company Production Department.

Continued . . .

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PAINT DIVISION
MANAGER
CALENDAR
FILE:
DIST:

Mr. Arne Lindholm

-2-

August 14, 1970

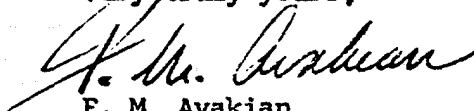
4. Schedule "B-1". This schedule provides product and formula information pertinent to each transferred Industrial account on Schedule "A-1".
5. At your request, we have listed separately four label varnish accounts which, for clarification, we have entitled "A-2".

We understand that the Glidden Company will endeavor to expand their service to these listed accounts through the sale of their own products. If, however, the subject accounts wish to continue purchasing the National Lead Company formulations through the Glidden Company, and the Glidden Company is desirous and able to supply this material (perhaps with minor modifications), the sales developed through these products would also be included for commission purposes as described in paragraph 4 of the Agreement.

6. Schedule "B-2". This list includes the formulas and product information required by accounts listed in "A-2".

The above sums up and confirms information and agreements which are already in your hands and known to your people. We understand that the transition is going reasonably well and that a high degree of co-operation has been developed between our two companies to make this operation a successful one. We are naturally very pleased by this and are confident this spirit will continue throughout.

Very truly yours, ?



F. M. Avakian
Manager
Western Region

FMA:jj

Encls.

cc: K. C. Specht

bcc: E. P. Peterson
E. L. Beenfeldt
L. W. Beach
M. A. Jordan
H. G. Block
R. J. Marklin

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