

NO. I-I

EFFECTIVE DECEMBER 29, 1972 - SUBJECT TO CHANGE WITHOUT NOTICE

Confidential

net price list

Glidden



GLIDDEN COATINGS & RESINS • Cleveland, Ohio 44115
SCM CORPORATION

**Sales Offices and Factories: New York • San Francisco • Los Angeles • Dallas • Minneapolis • Chicago • St. Louis
Cleveland • Atlanta • Portland, Oregon • Reading • Puerto Rico: San Juan • Canada: Toronto and Montreal
Branches in principal cities throughout the United States and Canada**

Glidden

INTERIOR LATEX WALL AND CEILING PAINT

PRIVATE LABEL PRICE LIST - ZONE I

	Gals.	Qts.	Pts.	½ Pts.
Premium Latex Wall Paint White & Colors	3.59	1.19	---	---
Best Latex Wall Paint White, Colors & Primer Sealer	3.35	1.12	---	---
△ Pastel Tint Base (125 oz.) (31.25 oz.)	3.25	1.10	---	---
△ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.15	1.08	---	---
△ Deep Tint Base (120 oz.) (30 oz.)	3.05	1.06	---	---
Better Latex Wall Paint White & Colors	2.66	.92	---	---
△ Pastel Tint Base (125 oz.) (31.25 oz.)	2.56	.90	---	---
△ Intermediate Tint Base (122 oz.) (30.5 oz.)	2.46	.88	---	---
△ Deep Tint Base (120 oz.) (30 oz.)	2.36	.86	---	---
Good Latex Wall Paint White & Colors	2.22	---	---	---
Promotional Latex Wall Paint White & Colors	1.88	---	---	---
SEMI-GLOSS ENAMELS				
Premium Latex Semi-Gloss Enamel White & Colors	4.22	1.41	---	---
Best Latex Semi-Gloss Enamel White & Colors	3.88	1.26	---	---
△ Pastel Tint Base (125 oz.) (31.25 oz.)	3.78	1.24	---	---
△ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.68	1.22	---	---
△ Deep Tint Base (120 oz.) (30 oz.)	3.58	1.20	---	---
Best Alkyd Semi-Gloss Enamel White	3.75	1.24	.73	---
△ Pastel Tint Base (125 oz.) (31.25 oz.)	3.65	1.22	---	---
△ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.55	1.20	---	---
△ Deep Tint Base (120 oz.) (30 oz.)	3.45	1.18	---	---
Better Alkyd Semi-Gloss Enamel White & Colors	3.50	1.11	---	---

△ Short Filled to Allow Addition of Colorant.

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EXTERIOR HOUSE PAINTS

PRIVATE LABEL PRICE LIST - ZONE I

	Gal.	Qts.	Pts.	½ Pts.
Premium Latex House Paint				
White & Colors	4.37	1.53	---	---
Best Latex House Paint				
White, Colors & Primer	3.90	1.24	---	---
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	3.80	1.22	---	---
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.70	1.20	---	---
Δ Deep Tint Base (120 oz.) (30 oz.)	3.60	1.18	---	---
Better Latex House Paint				
White	3.10	---	---	---
Colors	3.35	---	---	---
Δ Tinting White (125 oz.)	3.25	---	---	---
Best Latex Masonry House Paint				
White	3.48	---	---	---
Δ Pastel Tint Base (125 oz.)	3.38	---	---	---
Δ Intermediate Tint Base (122 oz.)	3.28	---	---	---
Δ Deep Tint Base (120 oz.)	3.18	---	---	---
Best Latex Trim Paint				
White & Colors	4.54	1.39	---	---
Δ Tinting White (122 oz.) (30.5 oz.)	4.34	1.35	---	---
Premium Alkyd House Paint				
White	4.75	1.43	---	---
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	4.65	1.41	---	---
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	4.55	1.39	---	---
Δ Deep Tint Base (120 oz.) (30 oz.)	4.45	1.37	---	---
Best Alkyd House Paint				
White, Colors & Primer	4.00	1.30	---	---
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	3.90	1.28	---	---
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.80	1.26	---	---
Δ Deep Tint Base (120 oz.) (30 oz.)	3.70	1.24	---	---
Better Oil House Paint				
White & Primer	3.25	---	---	---
Better Oil Farm & Ranch Paint				
White	3.25	---	---	---
Barn Red	2.83	---	---	---

Δ Short Filled to Allow Addition of Colorant.

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EXTERIOR HOUSE PAINTS (CON'T)

PRIVATE LABEL PRICE LIST - ZONE I

	Gals.	Qts.	Pts.	½ Pts.
Promotional Oil House Paint White	2.54	---	---	---
EXTERIOR STAINS				
Best Exterior Oil Stain - Solid Color Colors	3.27	---	---	---
Δ Tinting White (124 oz.)	3.17	---	---	---
Best Exterior Latex Stain - Solid Color Colors	3.15	---	---	---
Δ Tinting White (124 oz.)	3.05	---	---	---
Better Exterior Oil Stain Redwood	1.73	---	---	---
Better Exterior Latex Stain Redwood	2.11	---	---	---
FLOOR, PORCH AND DECK PAINT				
Best Latex Floor Paint Colors	3.88	1.29	---	---
Best Urethane Floor Paint White & Colors	3.78	1.24	---	---
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	3.68	1.22	---	---
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.58	1.20	---	---
Δ Deep Tint Base (120 oz.) (30 oz.)	3.48	1.18	---	---
Better Alkyd Floor Paint Colors	3.09	1.03	---	---
GLOSS ENAMELS				
Best Gloss Alkyd Enamel White & Colors	3.86	1.24	.77	.47
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	3.76	1.22	---	---
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.66	1.20	---	---
Δ Deep Tint Base (120 oz.) (30 oz.)	3.56	1.18	---	---

Δ Short Filled to Allow Addition of Colorant.

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GLOSS ENAMELS (CON'T)

PRIVATE LABEL PRICE LIST - ZONE I

	Gals.	Qts.	Pts.	½ Pts.
Better Gloss Alkyd Enamel White & Colors	2.99	1.02	.63	.41
Best Gloss Alkyd Spray Enamels White & Colors	.52 (13 oz.)			
MISCELLANEOUS				
Best All Purpose Aluminum Paint	3.27	1.18	.64	.43
Best White Enamel Undercoater	3.86	1.24	.77	---
Latex Antique Kit White & Colors	1.70 (per kit)			
STAINS AND VARNISHES				
Best Interior Wood Stain Colors	---	.93	.65	.41
Best Interior Varnish Stains Colors	---	1.10	.66	.41
Best Urethane Satin Sheen Varnish	4.02	1.27	.80	---
Best Urethane Gloss Varnish	3.10	1.02	.70	---
Better Alkyd Satin Sheen Varnish	2.98	.96	.62	.40
Better Alkyd Gloss Varnish	3.26	1.03	.65	.41
Premium Alkyd Spar Varnish	3.64	1.13	.70	---
DRAMATONE TINTING COLORANTS				
Neutral Toner		3.06	---	---
Fast Red		9.49	---	---
Yellow Oxide		3.67	---	---
Lemon Yellow		6.28	---	---

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DRAMATONE TINTING COLORANTS (CON'T)

Yellow Green	
Thalo Green	
Thalo Blue	
Violet	
Rich Orange	
White	
Black	
Oxide Red	

PRIVATE LABEL PRICE LIST - ZONE I

Gals.	Qts.	Pts.	½ Pts.
---	5.13	---	---
---	4.67	---	---
---	4.21	---	---
---	6.28	---	---
---	6.65	---	---
---	4.17	---	---
---	3.06	---	---
---	4.21	---	---

TERMS AND CONDITIONS

GENERAL

This price list supersedes all previous lists, terms, and other arrangements granted prior to this date. All prices, terms and conditions covered in this price list are subject to change without notice. Glidden reserves the right to select its customers and to accept or refuse any order for any reason.

Although the formulations and recommendations contained in this price list have been established through careful evaluation, users of Glidden Private Label paints are urged to obtain specific information concerning their painting requirements. Seller warrants that products designated, when delivered, conform to sample. Sales are made upon the condition and agreement that there have been no representations or undertakings made by or on behalf of Seller and that there are no guarantees or warranties, express, implied in fact or by law, of fitness or of MERCHANTABILITY, except as contained in writing herein. In no event shall Seller's liability exceed the invoice value of the products.

Any tax, customs, import or export duties, or any other governmental charge on the production, sale or shipment (or any combination of these several) of the products listed in this price list or upon the materials from which they are produced, and whether imposed by Federal, State, Municipal, or other governmental authorities, and hereafter becoming effective, shall be added to the prices printed herein.

The manufacture, sale and delivery of all products is contingent upon strikes, fires, acts of God, acts of governmental authorities, delays or any other causes beyond our control and we may cancel orders for said products undelivered because of any such causes.

TERMS

Our terms for products in this price list, unless otherwise noted, are 60 days net, 2 percent discount if cash payment is received by the 10th day of the month following date of invoice. All shipments of paint products are forwarded F.O.B. our factories. Orders of 36 gallons or more in full cases will be shipped freight prepaid; orders for

TERMS (Cont.)

less than 36 gallons will be shipped F.O.B. factory with no allowance for freight. The following quantity discount is available for larger single orders shipped to one point from a Glidden manufacturing plant -
2000 + gallons - 5%.

ORDERING

Always give post office address and complete shipping directions, naming the carrier. To insure prompt attention, all orders should be addressed to Glidden and not to a representative.

RETURNED GOODS

No goods may be returned to us for any reason without our permission.

When goods are returned to us for reasons other than our error in filling customer's order, the customer will receive a credit in the amount of the billed price of the goods returned to us less a handling charge of 10% and the goods returned to us will be shipped F.O.B. our warehouse as designated by us.

SHORTAGES AND CLAIMS

Shortages or errors in packing or invoicing must be reported immediately upon receipt of goods to enable proper checking and adjustment.

All claims for losses and damage en route must be filed by the customer with the carrier. Be sure to have a proper official of the transportation company inspect all instances where there is concealed damage and report to them promptly all shortages and goods received in damaged condition, obtaining their notation on the freight bill to avoid inconveniences and the making of affidavits at a later date.

NOTE: Those customers purchasing Glidden branded merchandise may combine shipments of brand and private label products in order to qualify for a 2,000 gallon quantity discount.

ZON

NO. I-III

EFFECTIVE DECEMBER 29, 1972 - SUBJECT TO CHANGE WITHOUT NOTICE

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net price list

Glidden



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GLD028743

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INTERIOR LATEX WALL AND CEILING PAINT

PRIVATE LABEL PRICE LIST - ZONE III

	Gals.	Qts.	Pts.	½ Pts.
Premium Latex Wall Paint White & Colors	3.77	1.25	—	—
Best Latex Wall Paint White, Colors & Primer Sealer	3.52	1.18	—	—
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	3.42	1.16	—	—
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.32	1.14	—	—
Δ Deep Tint Base (120 oz.) (30 oz.)	3.22	1.12	—	—
Better Latex Wall Paint White & Colors	2.79	.97	—	—
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	2.69	.95	—	—
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	2.59	.93	—	—
Δ Deep Tint Base (120 oz.) (30 oz.)	2.49	.91	—	—
Good Latex Wall Paint White & Colors	2.33	—	—	—
Promotional Latex Wall Paint White & Colors	1.97	—	—	—
SEMI-GLOSS ENAMELS				
Premium Latex Semi-Gloss Enamel White & Colors	4.43	1.48	—	—
Best Latex Semi-Gloss Enamel White & Colors	4.07	1.32	—	—
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	3.97	1.30	—	—
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.87	1.28	—	—
Δ Deep Tint Base (120 oz.) (30 oz.)	3.77	1.26	—	—
Best Alkyd Semi-Gloss Enamel White	3.94	1.30	.77	—
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	3.84	1.28	—	—
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.74	1.26	—	—
Δ Deep Tint Base (120 oz.) (30 oz.)	3.64	1.24	—	—
Better Alkyd Semi-Gloss Enamel White & Colors	3.68	1.17	—	—

Δ Short Filled to Allow Addition of Colorant.

Glidden

EXTERIOR HOUSE PAINTS

PRIVATE LABEL PRICE LIST - ZONE III

	Gals.	Qts.	Pts.	½ Pts.
Premium Latex House Paint White & Colors	4.59	1.61	---	---
Best Latex House Paint White, Colors & Primer	4.10	1.30	---	---
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	4.00	1.28	---	---
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	3.90	1.26	---	---
Δ Deep Tint Base (120 oz.) (30 oz.)	3.80	1.24	---	---
Better Latex House Paint White	3.26	---	---	---
Colors	3.52	---	---	---
Δ Tinting White (125 oz.)	3.42	---	---	---
Best Latex Masonry House Paint White	3.65	---	---	---
Δ Pastel Tint Base (125 oz.)	3.55	---	---	---
Δ Intermediate Tint Base (122 oz.)	3.45	---	---	---
Δ Deep Tint Base (120 oz.)	3.35	---	---	---
Best Latex Trim Paint White & Colors	4.77	1.46	---	---
Δ Tinting White (122 oz.) (30.5 oz.)	4.57	1.42	---	---
Premium Alkyd House Paint White	4.99	1.50	---	---
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	4.89	1.48	---	---
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	4.79	1.46	---	---
Δ Deep Tint Base (120 oz.) (30 oz.)	4.69	1.44	---	---
Best Alkyd House Paint White, Colors & Primer	4.20	1.37	---	---
Δ Pastel Tint Base (125 oz.) (31.25 oz.)	4.10	1.35	---	---
Δ Intermediate Tint Base (122 oz.) (30.5 oz.)	4.00	1.33	---	---
Δ Deep Tint Base (120 oz.) (30 oz.)	3.90	1.31	---	---
Better Oil House Paint White & Primer	3.41	---	---	---
Better Oil Farm & Ranch Paint White	3.41	---	---	---
Barn Red	2.97	---	---	---

Δ Short Filled to Allow Addition of Colorant.

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Glidden

GLOSS ENAMELS (CON'T)

PRIVATE LABEL PRICE LIST - ZONE III

	Gals.	Qts.	Pts.	½ Pts.
Better Gloss Alkyd Enamel White & Colors	3.14	1.07	.66	.43
Best Gloss Alkyd Spray Enamels White & Colors	.55 (13 oz.)			
MISCELLANEOUS				
Best All Purpose Aluminum Paint	3.43	1.24	.67	.45
Best White Enamel Undercoater	4.05	1.30	.81	---
Latex Antique Kit White & Colors	1.79 (per kit)			
STAINS AND VARNISHES				
Best Interior Wood Stain Colors	---	.98	.68	.43
Best Interior Varnish Stains Colors	---	1.16	.69	.43
Best Urethane Satin Sheen Varnish	4.22	1.33	.84	---
Best Urethane Gloss Varnish	3.26	1.07	.74	---
Better Alkyd Satin Sheen Varnish	3.13	1.01	.65	.42
Better Alkyd Gloss Varnish	3.42	1.08	.68	.43
Premium Alkyd Spar Varnish	3.82	1.19	.74	---
DRAMATONE TINTING COLORANTS				
Neutral Toner	---	3.17	---	---
Fast Red	---	9.59	---	---
Yellow Oxide	---	3.77	---	---
Lemon Yellow	---	6.38	---	---

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Glidden

GLOSS ENAMELS (CON'T)

PRIVATE LABEL PRICE LIST - ZONE III

GLOSS ENAMELS (CONT.)				
	Gals.	Qts.	Pts.	½ Pts.
Better Gloss Alkyd Enamel White & Colors	3.14	1.07	.66	.43
Best Gloss Alkyd Spray Enamels White & Colors	.55 (13 oz.)			
MISCELLANEOUS				
Best All Purpose Aluminum Paint	3.43	1.24	.67	.45
Best White Enamel Undercoater	4.05	1.30	.81	—
Latex Antique Kit White & Colors	1.79 (per kit)			
STAINS AND VARNISHES				
Best Interior Wood Stain Colors	—	.98	.68	.43
Best Interior Varnish Stains Colors	—	1.16	.69	.43
Best Urethane Satin Sheen Varnish	4.22	1.33	.84	—
Best Urethane Gloss Varnish	3.26	1.07	.74	—
Better Alkyd Satin Sheen Varnish	3.13	1.01	.65	.42
Better Alkyd Gloss Varnish	3.42	1.08	.68	.43
Premium Alkyd Spar Varnish	3.82	1.19	.74	—
DRAMATONE TINTING COLORANTS				
Neutral Toner	—	3.17	—	—
Fast Red	—	9.59	—	—
Yellow Oxide	—	3.77	—	—
Lemon Yellow	—	6.38	—	—

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Glidden

DRAMATONE TINTING COLORANTS (CON'T)

Yellow Green
Thalo Green
Thalo Blue
Violet
Rich Orange
White
Black
Oxide Red

PRIVATE LABEL PRICE LIST - ZONE III

Gals.	Qts.	Pts.	½ Pts.
---	5.23	---	---
---	4.77	---	---
---	4.31	---	---
---	6.38	---	---
---	6.75	---	---
---	4.27	---	---
---	3.17	---	---
---	4.31	---	---

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Any tax, customs, import or export duties, or any other governmental charge on the production, sale or shipment (or any combination of these several) of the products listed in this price list or upon the materials from which they are produced, and whether imposed by Federal, State, Municipal, or other governmental authorities, and hereafter becoming effective, shall be added to the prices printed herein.

The manufacture, sale and delivery of all products is contingent upon strikes, fires, acts of God, acts of governmental authorities, delays or any other causes beyond our control and we may cancel orders for said products undelivered because of any such causes.

TERMS

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TERMS (Cont.)

less than 36 gallons will be shipped F.O.B. factory with no allowance for freight. The following quantity discount is available for larger single orders shipped to one point from a Glidden manufacturing plant —
2000 + gallons — 5%.

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Always give post office address and complete shipping directions, naming the carrier. To insure prompt attention, all orders should be addressed to Glidden and not to a representative.

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No goods may be returned to us for any reason without our permission.

When goods are returned to us for reasons other than our error in filling customer's order, the customer will receive a credit in the amount of the billed price of the goods returned to us less a handling charge of 10% and the goods returned to us will be shipped F.O.B. our warehouse as designated by us.

SHORTAGES AND CLAIMS

Shortages or errors in packing or invoicing must be reported immediately upon receipt of goods to enable proper checking and adjustment.

All claims for losses and damage en route must be filed by the customer with the carrier. Be sure to have a proper official of the transportation company inspect all instances where there is concealed damage and report to them promptly all shortages and goods received in damaged condition, obtaining their notation on the freight bill to avoid inconveniences and the making of affidavits at a later date.

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