

GENERAL PURCHASING DEPARTMENT

Cleveland

Bulletin No. 21, Addendum #3
(Complete Revision)

May 4, 1948

Subject: Lead Products

There is no change in our lead procurement--our instructions are as follows:

Our contracts with the National Lead Co. and W. P. Fuller and Co. provide for the following items:

18 or 18N.....White Lead Carbonate -- Dry
BW-102 or BW-102N.....Pulp Lead for drum shipments
BW-103 or BW-103N.....Pulp Lead for tank car shipments--
Kensington
595.....95% Red Lead--Dry
502.....97% Red Lead--Dry
598.....98% Red Lead--Dry
48.....Litharge for Insecticides
1095.....Litharge for Dry Color, Factory
Lead in Oil for resale

Normal shipping points for our factories are as follows--all are National Lead except those noted as W. P. Fuller:

	<u>White Lead</u>	<u>Red Lead</u>	<u>Litharge</u>
Cleveland	West Pullman	St. Louis	St. Louis
Kensington	West Pullman	St. Louis	St. Louis
Martin-Senour, Chicago	West Pullman	St. Louis	St. Louis
Detroit	West Pullman	St. Louis	St. Louis
Dayton	West Pullman	St. Louis	St. Louis
Pittsburgh	West Pullman	Philadelphia	Philadelphia
Newark	Perth Amboy	Brooklyn	Brooklyn
Gibbsboro	Philadelphia	Philadelphia	Philadelphia
Bound Brook	-	-	Brooklyn
Dallas	St. Louis	St. Louis	St. Louis
Oakland	San Francisco	W. P. Fuller San Francisco	W. P. Fuller San Francisco
Los Angeles	San Francisco	W. P. Fuller San Francisco	W. P. Fuller San Francisco

The preceding tabulation is given to you as a guidance to determine probable delivery time for receipts of your requirements. At times there may be exceptions to the above schedule, but these will be emergencies only when the scheduled plant cannot take care of our requirements.

Whenever possible our White Lead and our regular grades of Red Lead and Litharge must come from National Lead or Fuller in line with these agreements. At the present time due to the shortage of Pig Lead we are buying some of these products elsewhere, but it must be understood that these are emergency purchases only--must be approved by Cleveland--and will not repeat when Pig Lead is available for production at National Lead and Fuller. It is our responsibility to furnish the Pig Lead.

PC & C orders will be handled out of the nearest producing plant as scheduled by the Cleveland Purchasing Department. There are to be no sales by the PC & C Department unless approved by Cleveland.

All requisitions for these products must clear through and be in the General Purchasing Department by the 12th of the month preceding the month in which material is wanted. This is most important because it is the responsibility of the Sherwin-Williams Co. (General Purchasing Department) to provide these processors' plants with the Pig Lead, Linseed Oil, and packages they need for filling our requirements. At the present time we do not want to keep a long inventory at any of their plants, and thus we have to work on a month to month basis, and we need your requisitions as requested above.

In preparing your requisitions, schedule shipping dates so that your stock will be in line with our Raw Material Stock Control.

It is the responsibility of the General Stockkeeping Department to maintain an adequate stock of labels for Lead in Oil including S-W and all affiliated companies. The Purchasing Department will advise them when releases are to be made from the central stock.

DD's or other pre-numbered sales or billing slips are required for any material purchased on the outside for shipment to these processors even though there is no charge to be made to National Lead or W. P. Fuller. No pre-numbered slip is necessary if materials are bought from the processing plant itself, such as a purchase of Pig Lead from Fuller's plant at San Francisco for conversion at that plant into Litharge for us. It will be the responsibility of any department of the company who might send material to these processors such as shipping tags from Ad Service to write up the proper charge slip.

There are to be no charges made direct against National Lead or Fuller. They are all to be charged against "Lead Processing VR-19" account.

All invoices received from these processors under this agreement will be charged to the "Lead Processing VR-19" account. Invoices from these processors will not go direct to the affiliated companies. Complete charges will be made by the General Accounting Department in line with billing price bulletins they issue. The affiliated companies will get the third and fourth copies of the invoices in line with purchase order instructions, but these should be treated only as shipping notices--they are not to be treated as invoices.

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It is the responsibility of the Cleveland buyers to make sure that on each requisition/order issued to procure material for shipment to the processor's account or to cover invoices from the processors that the charge be shown as "Lead Processing VR-19."

All returnable drums are to be returned to the originating point--either National Lead or Fuller--freight prepaid.

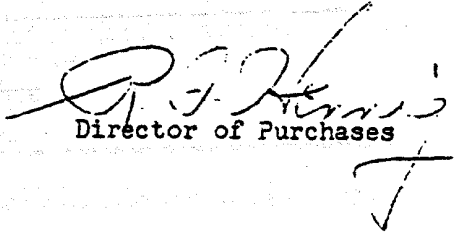
Our arrangements with these two processors do not include the following grades of products.

Lead Sulphates such as 9--315--1789 Dry

Fumed Litharge such as 1128 Dry

Fumed Red Lead such as 201--202--1503 Dry

There is a Special Supplement B to this bulletin for specific instructions to the General Purchasing Department.



Director of Purchases

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Directed to:

CGM RBD WDM GWB BD JAB WRC
WTG CHH WTL JKW GHB MLS SFC
cc FAS(2) SBC MYS AJM DCJ
KEJ HFW JJR RAB WHJ WMT