



The REARDON Company - 7501 Page Ave. Saint Louis 14, Mo.

PLAINTIFF'S EXHIBIT

BOND-96

DAVID H. MORAN
PRESIDENT

August 6, 1962

Mr. Earl Miller
Department 75
Montgomery Ward & Company
619 West Chicago Avenue
Chicago, Illinois

Dear Earl:

The following pages cover the various elements involved in getting our products into production under your label, and into your various outlets throughout the United States. I think most of these elements are now in order, and with the exception of determining the color combination of the labels, and name changes in certain product lines, the rest of the transition is more or less routine, and the responsibility of various departments within our organization.

The greatest single time element is that of procuring plates and having labels printed. If you are able to supply the original artwork from which your present plates were made, the time lag will be shortened. The color plates, however, cannot be made until the color combination is decided upon. Anything that can be done in getting this decision made quickly will be appreciated.

As soon as labels are received they will be scheduled into production. An indication from you as to the most needed products will be most helpful in production scheduling.

During the interim period, we can take over any excess packing supplies your former suppliers might have on hand and fill them for you. We do not, however, want to acquire more packing supplies than necessary to supply your immediate requirements. As soon as the new labels are received we will immediately standardize on the new packaging.

If there are any points I have missed in this resume, I will appreciate your calling them to my attention. They can be covered on separate pages, punched and inserted in the proper place.

Regards,

DHM:z

BON - 00820



MONTGOMERY WARD

General Offices 619 West Chicago Avenue, Chicago, Illinois 60607

Chicago, Illinois
September 20, 1965

Mr. Dave Moran
The Reardon Company
7501 Page Avenue
St. Louis 33, Mo.

Dear Dave,

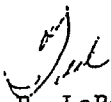
Our on-the-cuff buying arrangement has been working out satisfactorily, but now Wards management is becoming anxious to have all private brand buying on a contract basis. This requires forecasting and commitment to quantity and delivery dates. Although I do have the Monthly Takings Reports that you now send, I am not fully aware of your present lay-away stock or commitment requirements for packages, labels, raw material, etc.

I am attaching a copy of a contract which I'll have to initiate in the near future. If you examine the contract you'll understand some of the information I'll need to know. Along with the contract I'll need some type of specification sheet to give a more business like description of the products that we currently purchase from you.

Also please recall a brief conversation that we had on Ft. Worth Catalog Freight charges. At the time you said that if you could use common carrier you could save some money. Will you please give me more details on this.

If you have questions on contract please call me.

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Regards,


T. P. LaPorte, Buyer
Department 75, A-5

TPL: tc

Att.

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BON - 00821

RESPONSIBILITY

The Reardon Company maintains a rigid quality control program at each plant location in order to make certain that all shipments leaving our factories meet the exacting standards we have established. We therefore assume full responsibility for the quality of all products manufactured for Montgomery Ward. Customer complaints, if any, will be investigated and settled by our field organization.

The Reardon Company also maintains products liability insurance with broad form vendor coverage. In view of the fact that the greater portion of the products supplied to Montgomery Ward will be supplied under the Montgomery Ward label, specific coverage has been added to our policy.

✓ 3/5/79

MONTGOMERY WARD PRODUCTS

Price 0

#811 STOP LEAK 3'S (6-IN)	811	429
#5389 JOINT CEMENT 5'S (10-IN)	5389	687
#5438 75 FT. SLOT TAPE (20 PER CS)	5438	
#5439 250 FT. SLOT TAPE (20 PER CS)	5439	
#5830 PATCH PLASTER 5'S (10-IN)	5830	436
#5831 PLASTER OF PARIS 5'S (10-IN)	5831	460
#5839 SPACKLING COMPOUND 5'S (10-IN)	5839	663
#5843 T.S.P. 1'S (12-IN)	5843	438
#5844 T.S.P. 5'S (10-IN)	5844	14.80
#5867 CONCRETE PATCH 5# (10-IN)	5867	10.80
#5869 CONCRETE PATCH 20# BOX	5869	327
#5886 SPACKLE PASTE 12-½ PT. CS	5886	5.66
#5887 SPACKLE PASTE 6 QT. CS	5887	532
#5391 PRE-MIXED JOINT CEMENT 4 GAL. CS	5391	764
<i>Graco Patch 5 lb</i>	5832	541
<i>gub</i>	5895	666