

RECEIVED

AUG 25 1970

PAINT DIVISION

23 July 1970

United Paint & Wallpaper Co.
2 S. Broad Street, Shopping Center
Lansdale, Pa. 19446

Dear Lou and Ida:

I was disappointed to learn from Harry Ruetter Monday, July 20th, that you were away and of course would be unable to meet with us to determine just what the future has for us in the sales of Dutch Boy paints in the Lansdale area. I will be away next week, Phil and John Ringhoffer will be away the first part of August, hence it would appear our meeting will have to be postponed until they return. I will call you to set up a date for this meeting.

We have your June figures indicating your purchases which show a further decline over the same period in '69. We will, of course have the July figures at the time of our meeting. The fact that you do not see fit to carry our complete Dutch Boy Paint line gives us a great deal of concern. I am quite sure both of you agree with the rapidly expanding economy and population growth in this area, it makes this situation grave and one that we must resolve immediately.

Very truly yours,

George N. Hammond, Manager
South Atlantic District

GNE/jb
L3-R3-7

cc MARK C Spill

N 27457

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