

*new to  
with fish*

**Glidden**

*Mr. J. P. H. - J. P. H.*

FEB 14 1966

**D. H. G.**

FROM E. P. Douglas

DATE January 27, 1966

FOR Purchasing Managers  
C.&R. Group

CITY Cleveland-15

ANSWERING LETTER OF

SUBJECT ANALYSIS OF RAW MATERIAL COSTS  
AS OF DECEMBER 31, 1965

cc: Regional Directors  
Superintendents  
Technical Directors  
Mr. G. H. Mutersbaugh  
Mr. P. W. Neidhardt  
Mr. E. Schulte  
Mr. G. S. Forbes  
Dr. H. J. Kiefer  
Mr. I. Foote  
Mr. R. Drees  
Mr. E. Euchner (15)  
Mr. R. L. Lozon

We are attaching a copy of the prices you reported as effective December 31, 1965. Should two figures appear in the delivered price column, the first is the lowest paid by the division and the second the highest.

We suggest you review these prices and if there are any questions, you contact the local purchasing manager directly.

Please remember these prices are to be kept Confidential, and not to be divulged to any supplier.

E. P. Douglas

**J. P. H.**

FEB 11 1966

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attach.

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|                           | <u>Average<br/>Monthly<br/>Consumption</u> | <u>Delvd. Cost<br/>Per Pound</u> | <u>Frt. Term</u> | <u>Method<br/>Mat'l. Purch</u> |
|---------------------------|--------------------------------------------|----------------------------------|------------------|--------------------------------|
| V-869, Long Oil Alkyd     |                                            |                                  |                  |                                |
| Cleveland                 | 87,000                                     | .115                             | Del              | T/W                            |
| Reading                   | 147,000                                    | .116                             | Del              | T/W                            |
| New Orleans               | 45,000                                     | .118                             | Del              | T/W                            |
| St. Louis                 | 48,000                                     | .116                             | Del              | T/W                            |
| Atlanta                   | 34,400                                     | .119                             | FOB              | T/W                            |
| Nubian                    | --                                         |                                  |                  |                                |
| A&E                       | 66,500                                     | .109                             | Del              | T/W                            |
| San Francisco             | 100,800                                    | .126                             | Mfg. Cost        |                                |
| Carrollton                | 29,000                                     | .118                             | Del              | T/W                            |
| Toronto                   | 196,600                                    | .120                             | Mfg. Cost        |                                |
| Montreal                  | 79,000                                     | .136                             | FOB              | T/W                            |
| V-891, Isophthalic Alkyd  |                                            |                                  |                  |                                |
| Cleveland                 | 151,000                                    | .114                             | Del              | T/W                            |
| Reading                   | 236,500                                    | .118                             | Del              | T/W                            |
| New Orleans               | 50,700                                     | .117                             | FOB              | T/W                            |
| St. Louis                 | 47,000                                     | .112                             | Del              | T/W                            |
| Atlanta                   | 123,400                                    | .118                             | FOB              | T/W                            |
| Nubian                    | 128,000                                    | .120                             | Mfg. Cost        |                                |
| A&E                       | 99,000                                     | .112                             | Del              | T/W                            |
| San Francisco             | 109,000                                    | .124                             | Mfg. Cost        |                                |
| Carrollton                | 47,300                                     | .117                             | Del              | T/W                            |
| Toronto                   | 87,600                                     | .126                             | Mfg. Cost        |                                |
| Montreal                  | 14,000                                     | .132                             | FOB              | T/W                            |
| VM-242, Modified Phenolic |                                            |                                  |                  |                                |
| Cleveland                 | 3,000                                      | .198                             | Del              | T/L                            |
| Reading                   | 1,500                                      | .19                              | Del              | T/L                            |
| New Orleans               | 8,000                                      | .170                             | Del              | T/L                            |
| St. Louis                 | --                                         |                                  |                  |                                |
| Atlanta                   | --                                         |                                  |                  |                                |
| Nubian                    | 1,500                                      | .19                              | Del              | C/T/L                          |
| A&E                       | --                                         |                                  |                  |                                |
| San Francisco             | 1,400                                      | .253                             | Del              | LTL                            |
| Carrollton                | --                                         |                                  |                  |                                |
| Toronto                   | 1,500                                      | .242                             | Del              | LTL                            |
| VM-432, Lead Naphthenate  |                                            |                                  |                  |                                |
| Cleveland                 | 2,800                                      | .205                             | Del              | T/L                            |
| Reading                   | 2,500                                      | .19                              | Del              | C/T/L                          |
| New Orleans               | 1,000                                      | .209                             | Del              | LTL                            |
| St. Louis                 | 300                                        | .21                              | Del              | T/L                            |
| Atlanta                   | 1,900                                      | .198                             | Del              | LTL                            |
| Nubian                    | 700                                        | .21 - .22                        | Del              | T/L                            |
| A&E                       | 1,500                                      | .21 - .22                        | Del              | LTL                            |
| San Francisco             | 2,400                                      | .207                             | Del              | LTL                            |
| Carrollton                | 900                                        | .21                              | Del              | LTL                            |
| Toronto                   | 3,900                                      | .194                             | Del              | LTL                            |
| Montreal                  | 1,400                                      | .193                             | Del              | LTL                            |

| <u>Region</u>              | <u>Average<br/>Monthly<br/>Consumption</u> | <u>Delvd. Cost<br/>Per Pound</u> | <u>Frts. Term</u> | <u>Method<br/>Mat'l. Purch.</u> |
|----------------------------|--------------------------------------------|----------------------------------|-------------------|---------------------------------|
| V-863, Tall Oil F.A. Alkyd |                                            |                                  |                   |                                 |
| Cleveland                  | --                                         |                                  |                   |                                 |
| Reading                    | --                                         | .                                |                   |                                 |
| New Orleans                |                                            | .118                             | FOB               | T/W                             |
| St. Louis                  |                                            |                                  |                   |                                 |
| Atlanta                    |                                            | .115                             | FOB               | T/W                             |
| Nubian                     |                                            |                                  |                   |                                 |
| A&E                        |                                            | .15                              | FOB               | T/W                             |
| San Francisco              |                                            |                                  |                   |                                 |
| Carrollton                 |                                            | .119                             | FOB               | T/W                             |
| Toronto                    |                                            | .132                             | Mfg.              |                                 |
| Montreal                   |                                            |                                  |                   |                                 |
| W-10, Barytes              |                                            |                                  |                   |                                 |
| Cleveland                  | 34,000                                     | .038                             | FOB               | C/L                             |
| Reading                    | 41,700                                     | .04                              | FOB               | C/L                             |
| New Orleans                | 11,400                                     | .041                             | FOB               | C/L                             |
| St. Louis                  | 15,500                                     | .034                             | FOB               | T/L                             |
| Atlanta                    | 52,500                                     | .039                             | FOB               | C/L                             |
| Nubian                     | 1,700                                      | .04                              | FOB               | C/T/L                           |
| A&E                        | 35,500                                     | .037                             | FOB               | T/L                             |
| San Francisco              | 25,800                                     | .046                             | FOB               | C/L                             |
| Carrollton                 | 11,800                                     | .039                             | FOB               | C/T/L                           |
| Toronto                    | 23,000                                     | .048                             | DEL               | C/L                             |
| Montreal                   | 3,500                                      | .053                             | FOB               | LTL                             |
| W-16, Silica Amorphous     |                                            |                                  |                   |                                 |
| Cleveland                  | 10,100                                     | .024                             | FOB               | C/L                             |
| Reading                    | No longer use                              | .                                |                   |                                 |
| New Orleans                | 10,000                                     | .021                             | FOB               | C/L                             |
| St. Louis                  | 6,600                                      | .019                             | FOB               | T/L                             |
| Atlanta                    | 17,800                                     | .017                             | FOB               | C/L                             |
| Nubian                     | No longer use                              | .                                |                   |                                 |
| A&E                        | 28,600                                     | .017                             | FOB               | C/L                             |
| San Francisco              | 17,400                                     | .024                             | Del               | C/L                             |
| Carrollton                 | 11,500                                     | .020                             | FOB               | CTL                             |
| Toronto                    | 11,000                                     | .026                             | DEL               | LTL                             |
| Montreal                   | 2,500                                      | .029                             | FOB               | LTL                             |
| W-33, Lead Free Zinc Oxide |                                            |                                  |                   |                                 |
| Cleveland                  | 9,750                                      | .146                             | DEL               | T/L                             |
| Reading                    | 35,500                                     | .143                             | DEL               | T/L                             |
| New Orleans                | 21,300                                     | .146                             | DEL               | C/L                             |
| St. Louis                  | 20,300                                     | .148                             | DEL               | T/L                             |
| Atlanta                    | 34,400                                     | .146                             | Del               | T/L                             |
| Nubian                     | 500                                        | .149                             | FOB               | LTL                             |
| A&E                        | 17,700                                     | .146                             | FOB               | T/L                             |
| San Francisco              | 10,800                                     | .16                              | DEL               | LTL                             |
| Carrollton                 | 22,800                                     | .148                             | DEL               | LTL                             |
| Toronto                    | 9,000                                      | .15                              | DEL               | LTL                             |
| Montreal                   | 2,500                                      | .139                             | FOB               | LTL                             |

| <u>Region</u>            | <u>Average<br/>Monthly<br/>Consumption</u> | <u>Delvd. Cost<br/>Per Pound</u> | <u>Frt. Term</u> | <u>Method<br/>Mat'l. Purch.</u> |
|--------------------------|--------------------------------------------|----------------------------------|------------------|---------------------------------|
| W-35, Leaded Zinc Oxide  |                                            |                                  |                  |                                 |
| Cleveland                | 13,500                                     | .124                             | Del              | C/L                             |
| Reading                  | 9,100                                      | .124                             | Del              | T/L                             |
| New Orleans              | 450                                        | .166                             | Del              | LTL                             |
| St. Louis                | 1,500                                      | .125                             | Del              | C/L                             |
| Atlanta                  | --                                         |                                  |                  |                                 |
| Nubian                   | --                                         |                                  |                  |                                 |
| A&E                      | 6,700                                      | .124                             | Del              | C/T/L                           |
| San Francisco            | 800                                        | .124                             | Del              | LTL                             |
| Carrollton               | --                                         |                                  |                  |                                 |
| Toronto                  | --                                         |                                  |                  |                                 |
| W-63, Calcite            |                                            |                                  |                  |                                 |
| Cleveland                | 26,000                                     | .01                              | FOB              | C/L                             |
| Reading                  | 57,000                                     | .008                             | FOB              | T/L                             |
| New Orleans              | 30,800                                     | .008                             | FOB              | C/L                             |
| St. Louis                | 17,000                                     | .01                              | FOB              | C/L                             |
| Atlanta                  | 105,000                                    | .01                              | FOB              | T/L                             |
| Nubian                   | 23,000                                     | .012                             | FOB              | C/L                             |
| A&E                      | 34,100                                     | .01                              | FOB              | C/L                             |
| San Francisco            | 8,200                                      | .021                             | Del              | C/L                             |
| Carrollton               | 23,000                                     | .011                             | FOB              | C/L                             |
| Montreal                 | 8,000                                      | .01                              | FOB              | T/L                             |
| Toronto                  | 24,000                                     | .01                              | FOB              | C/T/L                           |
| W-121, Whiting           |                                            |                                  |                  |                                 |
| Cleveland                | 57,000                                     | .014                             | FOB              | C/L                             |
| Reading                  | 47,600                                     | .013                             | FOB              | T/L                             |
| New Orleans              | 12,000                                     | .013                             | FOB              | C/L                             |
| St. Louis                | 10,000                                     | .015                             | FOB              | C/L                             |
| Atlanta                  | 23,400                                     | .015                             | FOB              | T/L                             |
| Nubian                   | --                                         |                                  |                  |                                 |
| A&E                      | 43,500                                     | .015                             | FOB              | C/L                             |
| Carrollton               | 32,800                                     | .013                             | FOB              | C/L                             |
| Toronto                  | 15,000                                     | .013                             | FOB              | C/T/L                           |
| Montreal                 | 5,900                                      | .014                             | FOB              | T/L                             |
| W-154, Untreated Whiting |                                            |                                  |                  |                                 |
| Cleveland                | 130,000                                    | .02                              | FOB              | C/L                             |
| Reading                  | 128,400                                    | .019                             | FOB              | T/L                             |
| New Orleans              | 29,700                                     | .019                             | FOB              | C/L                             |
| St. Louis                | 28,000                                     | .022                             | FOB              | C/L                             |
| Atlanta                  | 98,000                                     | .021                             | FOB              | T/L                             |
| Nubian                   | 2,000                                      | .025                             | FOB              | LTL                             |
| A&E                      | 84,100                                     | .022                             | FOB              | C/L                             |
| San Francisco            | 124,600                                    | .022                             | Del              | C/L                             |
| Carrollton               | 37,000                                     | .024                             | FOB              | C/L                             |
| Toronto                  | 90,000                                     | .022                             | FOB              | C/T/L                           |
| Montreal                 | 31,000                                     | .021                             | FOB              | T/L                             |