

INTER-OFFICE LETTER

FROM Cleveland

OFFICE Auxiliaries

FOR #30 Coffeyville

OFFICE

DATE July 29, 1960

BY G. F. Wyman

SUBJECT Glidden Company - Confidential

The Glidden Company has approached us to make their lithopone for them, packed in their bags, and are willing to pay us the market price if we will give them in return an equal volume dollar-wise of titanium business. Their sales and usage so far this year is running at the rate of 5,000 tons per year, although they have experienced the same drop off in business each year as we have--about 10%.

I told them that we would be glad to figure on it, although at the present time we do not have sufficient excess capacity. They countered by saying they had a few months yet to operate in order to work off their commitments of zinc and barytes and would consider operating for a short time thereafter to build up their stocks so that with what capacity we might have available would take care of them for the next year or so. At that time, with their drop in business, as well as our own, we probably would have sufficient capacity to take care of it all.

While I am not going to tell them so far a while, I am very anxious to take on this deal and there is no reason why we shouldn't from any other angle. However, in order to get the deal moving and also to give us some time to stall, I told them that I would send them samples of our standards so that they can determine first whether what we now are producing would cover their requirements both internally and on outside business.

Therefore, will you please send to:

Mr. G. M. Halsey, Vice President
The Glidden Co.
900 Union Commerce Bldg.
Cleveland, Ohio

a 1-lb. sample of each of these standards dropping him a line, with a copy to me, at the time giving him our code numbers on such samples and in general what they represent.

B. Coolidge, Jr.:mek

0007-SWP-043247