THE GLIDDEN COMPANY

GLIDDEN

FACTORIES:

CLEVELAND NEW YORK CHICAGO ST. LOUIS SAN FRANCISCO
NEW ORLEANS SCRANTON READING BALTIMORE MINNEAPOLIS TORONTO

CLEVELAND, OHIO

July 23, 1935.

Dear Sirs:

On July 9th a letter was addressed to you asking for your cooperation in securing the consent of the holders of Glidden Common stock carried in your name; this in connection with the proposed offering of 46,000 shares of the Common stock of this Company to officers and key employees at a price of $22. per share. With this letter was enclosed a supply of waivers. You will note below the number of shares carried in your name as of the record date, July 3rd, also the number of shares for which we have received waivers from you.

You, of course, know the difficulty large corporations with scattered stockholders have even in getting the necessary number of proxies in order that they may hold their annual meetings. A large number of stockholders do not evidence any particular interest and I presume consign most of the literature they receive to the waste basket without giving it their attention. While we have waivers for almost fifty percent of the common stock outstanding, we would like your cooperation in getting as promptly as possible the necessary 66-2/3% consent so that the plan decided upon by our Board of Directors may be made effective.

This company is willing to assume any expense for postage, etc. that may be incurred by you and will be grateful if you will check up your records and follow up those holders of this company's common stock who have not already given their consent. For this purpose we are sending you a supply of letters addressed to the common stockholders of the company, also a new supply of waivers, and feel sure we can count on your close cooperation as in the past.

Looking forward to hearing from you and thanking you for your assistance in making effective the plan decided upon by the Board of Directors, I am

Very truly yours,

RHH/LH

Senior Vice President and Treasurer.

Shares in your name ____________.

Waivers received for ____________ Shares.

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