

INTER-OFFICE LETTER

FROM Cleveland OFFICE Corporate Products DEPTTO Cleveland FactoryDATE June 1, 1971BY R. S. TaubSUBJECT Exterior Wood Undercoaters --
Parallels to Master Box B46W31

RELAY TO LETTER OF

DICTATED BY

Listed below are the products which according to our latest information, will become or are already parallel to B46W31.

	<u>Sales Box</u>	<u>Filling Box</u>	<u>Former Master Box</u>
SW	A2W5	A2W5	New Issue
Acme	157	A2W2	A2W2
K-Mart	T3649	W35W59	B46W31*
Ampruf.	3420	W45W15	B4W71
Rogers		B2W3	B46W31*
Lowe	260	A2W2	A2W2
Lucas	TG243	A2W2	A2W2
Am. Edwa.		W45W302	A2W2
EWI	H-TG243	W45W702	A2W2
Dura Craft		Y2W1	B46W31*

*These are already on a "fill from" basis on B46W31, and are included on this list so as not to exclude when the master for B46W31 is issued.

The above list is rather self-explanatory as to already established items and those which are to be established on this new basis. We have not gone into too much detail on the overall history of previous selling boxes, but I would like to call to your attention the fact that the three items in Acme, Lowe and Lucas which were filled from the master box, A2W2, will retain this alphanumeric number as a filling box from B46W31. This procedure is made necessary by accounting practice and gives us a continuance of history for the products involved. While some of these items on the list have already appeared on drop slips, you will be receiving shortly a correction to these drops showing the continuance of the sales number for the Allied Trade Sales items.

We are still waiting for the procedure as adopted by Martin-Senour, but I have their word that they will follow pretty much the same pattern and use B46W31 as a master box. This will be handled as a separate operation.

J. Y. Wolf
J. Y. Wolf

JJW:jp

cc: HCollins, JVParrish, JJCassetti, WWCron, JRDoujardine, CENichols,
GBest, FJMartinez, FRZehnder

0007-SWP-037360

N22878