

INTER-OFFICE LETTER

FROM Cleveland OFFICE Corporate Products DEPT

FOR List Below OFFICE DATE August 3, 1971
 MR SUBJECT Exterior House Paints
Lead Elimination
 REFER TO LETTER OF DICTATED BY

The Federal "Lead-Based Paint Poisoning Prevention Act", P.L. 91-605, signed into law January 14, 1971, does not state a precise cut-off date on the use of lead in paint products. However, M. E. Spitzer in his letter of March 12, 1971, did set a tentative goal of September 1, 1971 for completion of most of this work on our outside house paints.

The task force, organized to implement this work, had its latest meeting yesterday morning. Considerable data had been assembled for the meeting, including inventories of label stocks at all the factories for both Sherwin-Williams and all affiliated parallels. This data, along with warehouse stock inventories and forecasts, provided data on our present status and more realistic timing regarding the conversion of formulas. Without going into specific detail, the following are the conclusions reached as a result of this meeting:

Group I

The White House Paints, being a critical part of this picture in the consumption of leaded zinc oxide, are ready in their revised form; but we suggest that the switch-over date be changed to November 1, 1971 in order to consume rather heavy imprinted label stocks at the factories and also to assure preparation of all Allied product labels to prevent the undesirable usage of two separate formulas for factory production. Realizing that the leaded zinc oxide has been scheduled for cut-off as of August 31, 1971, the Purchasing Department feels that a supply can be made available from Coffeyville to take care of our needs to November 1.

Group II

Necessary laboratory work for the Exterior Undercoats has been completed and while we are prepared at the present time to shift formulas, we are not ready with all parallel item labels to go on a single formulation across the board. An extension to October 15 is recommended to be in a position for all company products of this nature to switch to the new formula and also run down imprinted label stocks at factory locations. The raw material situation is not as critical as with the white house paints, since the lead pigment used is an outside purchase; we have considerably more freedom in terms of availability. As in Group I, dual manufacturing formulas are undesirable.

Group III

The four package colors in the Sherwin-Williams line, which are now on an oil/lead type formula, have been reformulated to the alkyl type. Changes in these colors will be made September 1, as well as all parallel formulas for affiliated sales groups which will utilize the new caution and label analyses with their respective present blank stock. The formulas for these four colors are scheduled for release August 23, 1971.

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August 5, 1971

Exterior House Paints
Lead Elimination

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The above three groups represent the most significant formula changes, comprise the greater volume items and, therefore, have been given preference in order of completion. A survey of label stocks at the factories for these three groups, including Sherwin-Williams and all affiliated products, show a value as of July 19, 1971 of approximately \$15,000. By extension of Groups I and II, as mentioned above, it is very possible that we can reduce the inventory value of labels by one-half. This, plus the more appropriate timing of overall change for all labels, is a determining factor.

For proper preparation of labels, the necessary basic label direction copy has been provided to all sales groups. Labels analyses and cautions are available at North Olmsted for proper and accurate imprinting of labels involved.

Unless I hear to the contrary, it is assumed that you agree with this strategy and on this premise, action will continue as planned.


J. J. Wolf

JJW:jy

To: RCBell
RHSpitzer
RANorris
RHDarrow
CHNichols
WJGraw
RFBennig
RWSStephens
RATschannen

cc: JJLansetti
RSTaub
WHPainting
DADyres
FJZehnder
JCKrinner
REYes
RWWeber
RMBrown

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