


THE SHERWIN-WILLIAMS CO.
OF CANADA LIMITED

S. C. NEY NG
VICE PRESIDENT AND MANAGING DIRECTOR

File Ref: L. 8-6

Montreal, Que.
May 9, 1962.

Mr. M.B. Tipton,
Vice-President and General Manager,
Canadian Titanium Pigments Limited,
1401 McGill College Ave.
Montreal, Que.

Dear Marsh:

Thank you for your letter of May 8th and for the draft of a letter which you propose that Carter should send to you with regard to the terms on which 45X would be sold.

I now understand that the National Lead people will be in Montreal in June when I think perhaps this matter could be discussed.

My understanding of the position regarding 45X is that because of delays in getting the manufacturing equipment installed it is not likely that there will be any production of 45X until some time towards the end of this calendar year, so that plenty of time remains available to us in which to decide on the terms to be agreed between you and Carter.

I think that we may well have to keep quite separate the terms on which you would sell other Carter products but I cannot make any suggestion at the moment because I do not know exactly what the differences are between their costs of manufacture and their selling prices. It has been agreed that Mr. Moffat will discuss this particular subject with Mr. Allen some time during the week commencing May 21st and immediately after this discussion I think that we here in Canada can get together to agree on the terms of sale for Carter products other than 45X and Lead Stabilizers.

Yours very sincerely,

Sidney

SL/eb

N 27428

NL 000041760