The Sherwin Williams Co

May 15, 1962

Mr. D. A. Merson, Vice President
National Lead Company,
111 Broadway,
New York 6, N. Y.

Dear Dave:

Sidney has written me outlining certain suggestions that Marsh Tipton has made in regard to CTP selling the products of Carter.

He talks specifically about an arrangement that might be worked out in the sale of 45X and suggests that, as on lead stabilizers, the profit on such sales might be split equally between Carter and CTP.

It would seem to me that whatever arrangement is worked out should depend partly on the amount of profit that would be reasonable to expect, and partly on the amount of profit on sales of 45X that has accrued to CTP as sales agent for National Lead on the 45X imported into Canada.

No doubt we can work out a wholly satisfactory arrangement when we are in Montreal on June 21st. Very possibly you will want to go into the economics of it in advance of that time and develop some fairly specific ideas.

On the one hand, CTP has been enjoying some profit from the sale of 45X; on the other hand, Carter has invested a fairly substantial amount of money in equipment. I am sure we want to be fair to both in splitting up any profits that accrue.

Sincerely,

noted

HCBaldwin
EH