



[Alvin W. Boese Papers.](#)

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AGREEMENT

THIS AGREEMENT, Made this _____ day of _____, 1961,
by and between Star Bow Company, a Kentucky corporation, with plant and
office at 121 South Floyd Street, Louisville, Kentucky, hereinafter
referred to as STAR; and Minnesota Mining and Manufacturing Company, a
Delaware corporation, with principal offices at 900 Bush Avenue, St. Paul,
Minnesota, hereinafter referred to as MINNESOTA.

WITNESSETH:

I. The term of this agreement shall be a one (1) year period
commencing on December 1, 1961 and expiring November 30, 1962; provided,
however, that MINNESOTA may, in its sole discretion, terminate this agree-
ment at any time upon thirty (30) days' written notice.

II. STAR agrees to manufacture bows, bows and reels and/or bows and
banks strictly in accordance with specifications attached hereto as
Schedule A, which Schedule may be amended from time to time by MINNESOTA
by purchase order or other written order delivered to STAR by MINNESOTA.

III. STAR agrees to furnish any and all labor, supervision, materials,
equipment and any and all other facilities and things necessary for manu-
facture and delivery under this contract, except only that:

1. MINNESOTA agrees to sell to STAR 3M Brand ribbon as
necessary for the performance of this agreement.
2. MINNESOTA agrees to lease to STAR the following equipment:
 - (a) ^{Two} ~~Three~~ S-80, Hooker-Notcher-Stapler;
 - (b) Two S-75 Power Faks; and
 - (c) Two S-73 Automatic Bow Makers.

(The terms and conditions of the lease of said equipment
are as set out in separate instruments which have been or will
be entered into between the parties hereto.) Schedule B

3. MINNESOTA agrees to sell to STAR "attachments" as set out in
Schedule C attached and hereby made a part hereof.

STAR shall, among other things, furnish without additional cost to MINNESOTA
any and all necessary packaging supplies in accordance with Schedule A
attached and as amended from time to time by MINNESOTA; provided, however,
that in the event that any packaging supplies purchased by STAR in accordance

with instructions provided by MINNESOTA are made unusable by reason of orders or instructions given STAR by MINNESOTA, MINNESOTA shall reimburse STAR for its cost of said packaging supplies made unusable as aforesaid.

IV. STAR agrees to deliver products to MINNESOTA at MINNESOTA'S Bedford Park Plant, Bedford Park (Argo Post Office), Illinois, in strict accordance with instructions contained in purchase orders submitted from time to time by MINNESOTA to STAR, time being of the essence.

V. MINNESOTA agrees to pay STAR for all products manufactured and delivered in accordance with the terms of this agreement and purchase orders submitted pursuant thereto. Prices shall be F.O.B., Louisville, Kentucky, and as set out in the attached Schedule D.

STAR shall mail invoices to MINNESOTA for all products which have been delivered to MINNESOTA at Bedford Park as aforesaid, and MINNESOTA shall, within twenty (20) days after receipt of said invoices, make payment to STAR, it being understood that the prices for all products shall be net and without cash or other discount.

It is expressly agreed and understood that MINNESOTA shall withhold from payments due hereunder amounts equal to five (5%) per cent of total invoice amounts until such time as STAR'S net profit, resulting from the performance of this contract, equals the sum of Five Thousand (\$5,000) Dollars. Thereafter, and until a total of One Hundred Eighteen Thousand Three Hundred Seventy-Nine Dollars and Fifty-Two Cents (\$118,379.52) has been so withheld by MINNESOTA, MINNESOTA shall deduct and withhold ten (10%) per cent of total invoice amounts. MINNESOTA shall apply amounts so withheld to the payment of STAR'S indebtedness to MINNESOTA as evidenced by a certain promissory note, dated May 25, 1961. In connection with the computation of the net profits of STAR, referred to above, STAR agrees that MINNESOTA, or its representative shall, at all reasonable times, have the right to inspect, audit and copy any and all records or books of account of STAR in order to verify the profit figures; and STAR further agrees that in the computation of profit, resulting from the performance of this agreement, salaries or

5,000 limit

Note-How about withholding for int. due?

Credit equal amount to return

Deduct Outstanding Invoices

other remuneration paid or payable to Charles Luhr and Bruce Smith, or their successors in the management of STAR, shall not be charged as an expense or otherwise so as to reduce the amount of STAR'S profit as aforesaid.

VI. STAR agrees that at all times during the term of this agreement, or any extension thereof, they shall keep in force insurance covering loss or damage to equipment leased by MINNESOTA to STAR and to materials and finishing goods covered by this agreement in amounts sufficient to protect MINNESOTA. STAR agrees to furnish to MINNESOTA certificates evidencing such insurance coverage and such policies of insurance shall not be cancelled or changed without ten (10) days' written notice given to MINNESOTA.

VII. It is agreed and understood by the parties hereto that STAR is an independent contractor, and under no circumstances shall it be considered an agent of MINNESOTA, nor shall the employees or agents of STAR be considered employees or agents of MINNESOTA.

VIII. MINNESOTA agrees to authorize its suppliers of packaging materials to sell such materials to STAR and to cooperate with STAR in similar matters in order that STAR may efficiently perform its undertakings under this agreement.

IX. STAR agrees to allow representatives of MINNESOTA to inspect products manufactured under this agreement in order to determine whether said products meet specifications. It is agreed and understood, however, that such inspection shall not necessarily constitute acceptance by MINNESOTA, and MINNESOTA may reject any and all products which fail to meet said specifications. STAR shall not assign this contract or any part thereof without the prior written consent of MINNESOTA.

IN WITNESS WHEREOF, the parties hereto have set their hands and seals the day and year first above written.

AGREEMENT

THIS AGREEMENT, Made this _____ day of _____, 1961,
by and between Star Bow Company, a Kentucky corporation, with plant and
office at 121 South Floyd Street, Louisville, Kentucky, hereinafter
referred to as STAR; and Minnesota Mining and Manufacturing Company, a
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hanks strictly in accordance with specifications attached hereto as
Schedule _____, which Schedule may be amended from time to time by MINNESOTA
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equipment and any and all other facilities and things necessary for manu-
facture and delivery under this contract, except only that:

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necessary for the performance of this agreement.
2. MINNESOTA agrees to lease to STAR the following equipment:
 - (a) Three S-80, Harker-Notcher-Stapler;
 - (b) Two S-75 Power Paks; and
 - (c) Two S-73 Automatic Bow Makers.

1950 *CE*

(The terms and conditions of the lease of said equipment
are as set out in separate instruments which have been or will
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3. MINNESOTA agrees to sell to STAR "attachments" as set out in
Schedule _____ attached and hereby made a part hereof.

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with instructions provided by MINNESOTA are made unusable by reason of orders or instructions given STAR by MINNESOTA, MINNESOTA shall reimburse STAR for its cost of said packaging supplies made unusable as aforesaid.

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IN WITNESS WHEREOF, the parties hereto have set their hands and seals the day and year first above written.

Al Boese

9/21/61

STAR BOW CO.
P. O. Box 7221
St. Matthews, Ky.

*350 pieces
attached to
one reel 1 1/2"*

September 21, 1961

Minnesota Mining & Mfg. Company
St. Paul, Minnesota

1962 LINE OF PLAIN AND DECORATED STAR BOWS AND POM PONS

Item #1

19¢ Star Bow & Hank mounted on display card
Star Bow 16 Loop - 3-3/4" diameter - 3/4" Sasheen ribbon
70" Ribbon per bow - packed 12's
60" Hanks of 7/16" Sasheen Ribbon
2 Color display cards
89¢ per dozen on 396,000 basis
85¢ per dozen on 633,000 basis
F.O.B. Louisville, Kentucky

Item #2

10¢ Star Bow - Disc on back carrying price
Star Bow 16 loops 3-3/4" Diameter - 3/4" Sasheen ribbon
70" ribbon per bow - packed 36's
.462 per dozen on 1,140,000 basis
.446 per dozen on 1,824,000 basis

Item #3

19¢ Star Bow - Disc on back carrying price
Star Bow - 21 loops - 4-3/4" Diameter - 3/4" Sasheen ribbon
108" ribbon per bow - packed 24's
.65 per dozen on 312,000 basis
.632 per dozen on 500,000 basis

Item #4

49¢ Decorated Pom and reel mounted on new display card *attach 42" per reel*

Pom Pon - 21 loops - 5" diameter - 1-1/4" Sasheen Ribbon Pom Pon
114" ribbon
Reel - 100" 7/8" Sasheen ribbon - packed 12's
2.56 per dozen on 222,000 basis
2.48 per dozen on 355,000 basis

Item #5

29¢ Decorated Pom and reel mounted on new display card
Pom Pon - 17 loops - 4-1/4" diameter - 7/8" Sasheen Ribbon
Pom Pon 75" ribbon
Reel - 60" - 7/8" Sasheen ribbon packed 12's
1.55 per dozen on 336,000 basis
1.48 per dozen on 538,000 basis

\$1400 per M attachments

Item #6

29¢ undecorated Pom Pon and reel mounted on new display card
Pom Pon - 21 loops - 4-3/8" diameter - 7/8" Sasheen Ribbon
Pom Pon 108" ribbon
Reel 72" ribbon - packed 12's
1.53 per dozen on 336,000 basis
1.45 per dozen on 538,000 basis

Item #7

29¢ Pom Pon on square display card
23 loops - 4-1/2" diameter - 7/8" Sasheen Ribbon
108" ribbon - packed 12's
.983 per dozen on 336,000 basis

Item #8

39¢ Pom Pon on square display card
21 loops - 5-1/2" diameter - 1-1/4" Sasheen ribbon
136" ribbon - packed 12's
1.48 per dozen on 240,000 basis

C. H. Luhr

*C. H. Luhr
Star Bow Co.
Lansdale, Ky*

STAR Bow Co

Wally
Discontinued
on second page with
me. Thanks

October 3, 1961

TO: W. A. SCHROEDER - 42-2E

FROM: W. M. KRAMER - 42-4E

The revised quotations of September 26, 1961 from the Star Bow Company have been evaluated and the results are tabulated below.

	Net Price/ Unit	Profit \$/Unit	Converter Profit/ Unit	Total	Combined Profit as \$/Unit
194 Star Bow & Hook	\$1.26	(\$.0228)	\$.0763	\$.0535	4.25%
294 Bow & Reel w/ attach	1.92	(.1610)	.1298	(.0312)	(1.60%)
294 Bow & Reel	1.92	(.1186)	.1590	.0404	2.1%
494 Bow & Reel	3.24	(.2281)	.2324	.0043	.1%
104 Star Bow	.62	(.0414)	.0513	.0099	1.6%
194 Star Bow	.96	(.0532)	.0608	.0076	2.9%

1962 Forecast		
	Sales	Profits
194 Star Bow & Hook	\$ 42,000	\$ 1,785
294 Bow & Reel w/ attach	54,000	(864)
294 Bow & Reel	54,000	1,134
494 Bow & Reel	60,000	60
104 Star Bow	60,000	960
194 Star Bow	30,000	570
Total	\$ 300,000	\$ 3,955 1.3%

As you requested, losses have been offset by converter roll profits on each item. Selling and Administrative expenses have been reduced from 39% to 32% to allow for economies in selling expense effected in 1960 and 1961. This reduction amounts to \$21,000 on the Forecasted Sales of \$300,000.

It is apparent that these items, even where offset by converter roll profits, do not yield sufficient profit to make them a desirable addition to our line. Therefore, the decision as to whether these items

[Handwritten signatures and notes]

should be approved is contingent upon the necessity of our having a buy line for the chains and whether this trade class will average out to a reasonable profit. The following figures show the effect of the proposal on 1962 forecasted sales as compared with 1961 estimates for the whole chain line.

	<u>1961</u>	<u>1962</u>
Sales	\$ 1,574.M	\$ 1,781.M
% Profit	23.1%	18.2%
\$ Profit	23.36-3M	323.M

If you have any further questions, please call on me.

WME:ben

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. B-1140
Everyday Solid Pack
Packed: 3 Dozen
Retail: 10¢

BOW SPECIFICATIONS

Type of Ribbon: Industrial Sasheen
Type of Bow: Star
Width of Ribbon: 3/4"
Length of Ribbon: 70" + or - 2"
Bow Diameter: 3-3/4"
Number of Loops: 16
Type of Card: S-96
*Stock Control Card No: 694-2089

<u>COLOR CODE</u>	<u>BOW COLORS</u>
01	White
04	Pastel Pink
13	Pastel Blue
02	Pastel Yellow
17	Nile Green
25	Shadow Stripe

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label and hand stamped with the color it contains and identified as item number B-1140

*Stamp identifying color on stock control card and place one in each carton.

The Run Number and 3M Purchase Order Number must be stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. B-11144
Everyday Assortment
Packed: 3 Dozen
Retail: 10¢

BOW SPECIFICATIONS

Type of Ribbon: Industrial Sasheen
Type of Bow: Star
Width of Ribbon: 3/4"
Length of Ribbon: 70" + or - 2"
Bow Diameter: 3-3/4"
Number of Loops: 16
Type of Card: S-96
*Stock Control Card No: 694-2086

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLORS</u>
7	01	White
8	04	Pastel Pink
7	13	Pastel Blue
4	02	Pastel Yellow
3	17	Nile Green
3	60	Gold
4	25	Shadow Stripe

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label so as to identify it as item number B-11144

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. B-1248
Everyday Assortment
Packed: 2 Dozen
Retail: 19¢

BOW SPECIFICATIONS

Type of Ribbon: Industrial Sasheen
Type of Bow: Star
Width of Ribbon: 3/4"
Length of Ribbon: 108" + or - 2"
Bow Diameter: 4-3/4"
Number of Loops: 21
Type of Card: S-97
*Stock Control Card No: 694-2087

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLORS</u>
5	01	White
5	04	Pastel Pink
5	13	Pastel Blue
2	02	Pastel Yellow
2	17	Nile Green
2	60	Gold
3	25	Shadow Stripe

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number B-1248

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

Pero

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATION

DATE: 12/21/61

ITEM NO. B-1262
Everyday Assortment
Packed: 2 Dozen
Retail: 19¢

BOW SPECIFICATIONS

Type of Ribbon: Regular "SASHEEN"
Type of Bow: Pom
Width of Ribbon: 7/8"
Length of Ribbon: 108" + or - 2"
Bow Diameter: 4-3/4"
Number of Loops: 21
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
Type of Card: 699-0108
*Stock Control Card No: 694-2062

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLORS</u>
5	01	White
5	04	Pastel Pink
5	13	Pastel Blue
2	02	Pastel Yellow
2	17	Nile Green
2	60	Gold
3	25	Shadow Stripe

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number B-1262.

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.
PURCHASED MATERIAL SPECIFICATIONS

ISSUE DATE: 1/11/62
SUPERSEDES 11/29/61

ITEM NO. BH-1224
Everyday Assortment
Packed: 1 dozen
Retail: 19¢

BOW SPECIFICATIONS

Type of Ribbon: Industrial Sasheen
Type of Bow: Star
Width of Ribbon: 3/4"
Length of Ribbon: 70" + or - 2"
Bow Diameter: 3-3/4"
Number of Loops: 16
Type of Card: S-90B
*Stock Control Card No: 694-2088

HANK SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Width of Ribbon: 7/16"
Length of Ribbon: 60" + 2" - 0"
Compressed Length: 4-1/4"
Bendover No: 699-1018

COLOR BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>HANK COLOR</u>
3	01	White	01	White
2	04	Pastel Pink	04	Pastel Pink
2	13	Pastel Blue	13	Pastel Blue
1	02	Pastel Yellow	02	Pastel Yellow
1	17	Nile Green	17	Nile Green
1	60	Gold	60	Gold
2	25	Shadow Stripe	25	Shadow Stripe

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item Number BH-1224

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must
be stamped on the label end of each carton.

REASON FOR REISSUE: Change compressed length of the hank from 5" to 4-1/4", also
the bow card should be S-90B and not S-96.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. BH-1401
Shower Assortment
Packed: 1 dozen
Retail: 29¢

BOW SPECIFICATIONS

Type of Ribbon: Reg. Sasheen & Decorette
Type of Bow: Pom
Width of Ribbon: 7/8"
Compressed Length of Pre-Bow: 4-1/4"
Length of Ribbon: 75" + or - 2"
Number of Loops: 17
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2089

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-1/8"
Width of Ribbon: 7/8"
Length of Ribbon: 72" + 2" - 0"
Type of Tabbng Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR AND ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>	<u>ATTACHMENT</u>
4	01	White Sasheen	01	White Sasheen	Pink Sprinkling Can
4	04	P.Pink Sasheen	04	P.Pink Sasheen	White Sprinkling Can
2	13	P.Blue Sasheen	13	P.Blue Sasheen	White Sprinkling Can
2	91	Pink & Blue Decorette	04	P.Pink Sasheen	Pink Sprinkling Can

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1401

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. BH-1402
Wedding Assortment
Packed: 1 dozen
Retail: 29¢

BOW SPECIFICATIONS

Type of Ribbon: Reg. Sasheen & Decorette
Type of Bow: Pom
Width of Ribbon: 7/8"
Compressed Length of Pre-Bow: 4-1/4"
Length of Ribbon: 75" + or - 2"
Number of Loops: 17
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2090

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-1/8"
Width of Ribbon: 7/8"
Length of Ribbon: 72" + 2" - 0"
Type of Tabbing Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR AND ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>	<u>ATTACHMENT</u>
3	01	White Sasheen	01	White Sasheen	Angel
3	01	White Sasheen	01	White Sasheen	Bell
3	43	Silver Edge Decorette	01	White Sasheen	Bell
3	25	Shadow Stripe Sasheen	25	Shadow Stripe Sash	Lily of the Valley

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1402

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 1/27/62
SUPERSEDES: 11/29/61

ITEM NO. BH-1403
Infant Birthday Assortment
Packing: 1 dozen
Retail: 29¢

BOW SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Type of Bow: Pom
Width of Ribbon: 7/8"
Compressed Length of Pre-Bow: 4-1/4"
Length of Ribbon: 75" + or - 2"
Number of Loops: 17
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2091

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-1/8"
Width of Ribbon: 7/8"
Length of Ribbon: 72" + 2" - 0"
Type of Tapping Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR AND ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLORS</u>	<u>ATTACHMENT</u>
2	04	P.Pink Sasheen	04	P.Pink Sasheen	Whistle
3	04	P.Pink Sasheen	04	P.Pink Sasheen	Clown
1	13	P.Blue Sasheen	13	P.Blue Sasheen	Candy Man
2	13	P.Blue Sasheen	13	P.Blue Sasheen	Whistle
1	02	P.Yellow Sasheen	02	P.Yellow Sasheen	Candy Man
1	04	P.Pink Sasheen	04	P.Pink Sasheen	Cowboy Figure
1	13	P.Blue Sasheen	13	P.Blue Sasheen	Pirate
1	13	P.Blue Sasheen	13	P.Blue Sasheen	Girl Figure

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1403

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

REASON FOR REISSUE: Change the assortment.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 1/23/62
SUPERSEDES: 11/29/61

ITEM NO. BH-1404
Baby Assortment
Packed: 1 dozen
Retail: 29¢

BOW SPECIFICATIONS

Type of Ribbon: Reg. Sasheen & Decorette
Type of Bow: Pom
Width of Ribbon: 7/8"
Compressed Length of Pre-Bow: 4-1/4"
**Length of Ribbon: 75" + or - 2"
***Number of Loops: 17
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2092
**Two Color Sasheen: 79" + or - 2"
***Two Color Sasheen: 18 Loops

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-1/8"
Width of Ribbon: 7/8"
Length of Ribbon: 72" + 2" - 0"
Type of Tabbng Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR AND ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>	<u>ATTACHMENT</u>
2	04	P.Pink Sasheen	04	P.Pink Sasheen	Stork
1	04	P.Pink Sasheen	04	P.Pink Sasheen	Nile Rattle
1	04	P.Pink Sasheen	04	P.Pink Sasheen	Blue Rattle
1	13	P.Blue Sasheen	13	P.Blue Sasheen	Stork
1	13	P.Blue Sasheen	13	P.Blue Sasheen	Pink Rattle
1	13	P.Blue Sasheen	13	P.Blue Sasheen	Yellow Rattle
1	13	P.Blue Sasheen	13	P.Blue Sasheen	Stork
2	0413	Pink/Blue Sasheen	04	Pink Sasheen	Stork
2	91	Pink & Blue Decorette	04	Pink Sasheen	Stork

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1404

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

REASON FOR REISSUE: Add specification for two color Sasheen Bow.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. BH-1405
White Assortment
Packed: 1 dozen
Retail: 29¢

BOW SPECIFICATIONS

Type of Ribbon: Reg. Sasheen & Decorette
Type of Bow: Pom
Width of Ribbon: 7/8"
Compressed Length of Pre-Bow: 4-3/4"
Length of Ribbon: 108" + or - 2"
Number of Loops: 21
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2093

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-1/8"
Width of Ribbon: 7/8"
Length of Ribbon: 72" + 2" - 0"
Type of Tabbing Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tape: 1-1/2"

COLOR BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>
6	01	White Sasheen	01	White Sasheen
3	43	Silver Edge Decorette	01	White Sasheen
3	25	Shadow Stripe Sasheen	25	Shadow Stripe Sasheen

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1405

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO: BH-1406
Everyday Assortment
Packed: 1 Dozen
Retail: 29¢

BOW SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Type of Bow: Pom
Width of Ribbon: 7/8"
Compressed Length of Pre-Bow: 4-3/4"
Length of Ribbon: 108" + or - 2"
Number of Loops: 21
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2094

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D: 2-1/8"
Width of Ribbon: 7/8"
Length of Ribbon: 72" + 2" - 0"
Type of Tabbing Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>
4	04	P.Pink Sasheen	04	P.Pink Sasheen
4	13	P.Blue Sasheen	13	P.Blue Sasheen
2	02	P.Yellow Sasheen	02	P.Yellow Sasheen
2	17	Nile Green Sasheen	17	Nile Green Sasheen

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1406

*Place one stock control card in each carton

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINNESOTA

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. BH-1407
Everyday Solid Pack
Packed: 1 Dozen
Retail: 29¢

BOW SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Type of Bow: Pom
Width of Ribbon: 7/8"
Compressed Length of Pre-Bow: 4-3/4"
Length of Ribbon: 108" + or - 2"
Number of Loops: 21
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2100

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-1/8"
Width of Ribbon: 7/8"
Length of Ribbon: 72" + 2" - 0"
Type of Tapping Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR BREAKDOWN

<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>
02	Pastel Yellow	02	Pastel Yellow
04	Pastel Pink	04	Pastel Pink
13	Pastel Blue	13	Pastel Blue
17	Nile Green	17	Nile Green

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
and hand stamped with the color it contains and
identified as item number BH-1407

*Stamp identifying color on stock control card and
place one in each carton

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. BH-1408
All Occasions Asst.
Packed 1 dozen
Retail 29¢

BOW SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Type of Bow: Pom
Width of Ribbon: 7/8"
Compressed Length of Pre-Bow: 4-1/4"
Length of Ribbon: 75" + or - 2"
Number of Loops: 17
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2056

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D. 2-1/8"
Width of Ribbon: 7/8"
Length of Ribbon: 72" + 2" - 0"
Type of Tabbng Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR & ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>	<u>ATTACHMENT</u>
3	01	White	01	White	Cerise Forget-Me-Not
3	04	Pastel Pink	04	Pastel Pink	White Rose
3	13	Pastel Blue	13	Pastel Blue	Pink Carnation
2	02	P. Yellow	02	P. Yellow	White Daisy
1	17	Nile Green	17	Nile Green	Yellow Rose

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item no. BH-1408

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. BH-1601
Shower Assortment
Packed: 1 dozen
Retail: 49¢

BOW SPECIFICATIONS

Type of Ribbon: Reg. Sasheen & Decorette
Type of Bow: Pom
Width of Ribbon: 1-1/4"
Compressed Length of Pre-Bow: 5"
Length of Bow Ribbon: 114" + or - 2"
Number of Loops: 21
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2095

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-5/8"
Width of Ribbon: 7/8"
Length of Ribbon: 100"
Type of Tabbng Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR AND ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>	<u>ATTACHMENT</u>
4	01	White Sasheen	01	White Sasheen	Pink Umbrella
3	04	P.Pink Sasheen	04	P.Pink Sasheen	Lace Sprinkling Can
3	13	P.Blue Sasheen	13	P.Blue Sasheen	Lace Sprinkling Can
2	02	P.Yellow Decorette	02	P.Yellow Sasheen	White Umbrella

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1601

*Place one stock control card in each carton

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. BH-1602
Wedding Assortment
Packed: 1 dozen
Retail: 49¢

BOW SPECIFICATIONS

Type of Ribbon: Reg. Sasheen & Decorette
Type of Bow: Pom
Width of Ribbon: 1-1/4"
Compressed Length of Pre-Bow: 5"
Length of Ribbon: 114" + or - 2"
Number of Loops: 21
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No. 694-2C96

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-5/8"
Width of Ribbon: 7/8"
Length of Ribbon: 100" + 2" - 0"
Type of Tabbng Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR AND ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>	<u>ATTACHMENT</u>
2	01	White Sasheen	01	White Sasheen	Heart
4	01	White Sasheen	01	White Sasheen	Bride & Groom
3	01	White Decorette	01	White Sasheen	Blue Rose
3	25	Shadow Stripe Sasheen	25	Shadow Stripe Sash	2 Bells & Lily of the Valley

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1602

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/29/61

ITEM NO. BH-1603
All Occasions Assortment
Packed: 1 dozen
Retail: 49¢

BOW SPECIFICATIONS

Type of Ribbon: Reg. Sasheen & Decorette
Type of Bow: Pom
Width of Ribbon: 1-1/4"
Compressed Length of Pre-Bow: 5"
Length of Ribbon: 11 1/4" + or - 2"
Number of Loops: 21
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 699-2097

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-5/8"
Width of Ribbon: 7/8"
Length of Ribbon: 100" + 2" - 0"
Type of Tabbng Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR AND ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>	<u>ATTACHMENT</u>
1	01	White Sasheen	01	White Sasheen	Red Rose
1	01	White Sasheen	01	White Sasheen	Daisy
1	01	White Sasheen	01	White Sasheen	Pink Nylon Flower
1	04	P.Pink Sasheen	04	P.Pink Sasheen	White Rose
1	04	P.Pink Sasheen	04	P. Pink Sasheen	Daisy
1	13	P.Blue Sasheen	13	P. Blue Sasheen	White Nylon Flower
1	13	P.Blue Sasheen	13	P.Blue Sasheen	Daisy
1	02	P.Yellow Sasheen	02	P.Yellow Sasheen	White Rose
1	02	P.Yellow Sasheen	02	P.Yellow Sasheen	Daisy
1	01	White Decorette	01	White Sasheen	Red Rose
1	01	White Decorette	01	White Sasheen	Pink Rose
1	01	White Decorette	01	White Sasheen	Yellow Rose

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1603

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 1/23/62
SUPERSEDES: 11/29/61

ITEM NO. BH-1604
Baby Assortment
Packed: 1 dozen
Retail: 49¢

BOW SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Type of Bow: Pom
Width of Ribbon: 1-1/4"
Compressed Length of Pre-Bow: 5"
**Length of Ribbon: 11 1/4" + or - 2"
***Number of Loops: 21
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2098
**Two Color Sasheen: 11 1/2" + or - 2"
***Two Color Sasheen: 22 Loops

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-5/8"
Width of Ribbon: 7/8"
Length of Ribbon: 100" + 2" - 0"
Type of Tabbng Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR AND ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>	<u>ATTACHMENT</u>
4	04	P.Pink Sasheen	04	P.Pink Sasheen	Stork
2	0413	P.Pink/P.Blue Sasheen	04	P.Pink Sasheen	Blue Shoe
2	0413	P.Pink/P.Blue Sasheen	04	P.Pink Sasheen	Pink Shoe
4	13	P.Blue Sasheen	13	P.Blue Sasheen	Stork

Carton Wt: 200 lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1604

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

REASON FOR REISSUE: Add specification for two color Sasheen Bow.

MINNESOTA MINING & MFG. CO.
ST. PAUL, MINN.

PURCHASED MATERIAL SPECIFICATIONS

DATE: 11/28/61

ITEM NO. BH-1605
Man's Assortment
Packed 1 dozen
Retail: 49¢

BOW SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Type of Bow: Pom
Width of Ribbon: 1-1/4"
Compressed Length of Pre-Bow: 5"
Length of Ribbon: 11 1/4" + or - 2"
Number of Loops: 21
Width of Tie Ribbon: 5/16"
Length of Tie Ribbon: Approx. 8"
*Stock Control Card No: 694-2099

REEL SPECIFICATIONS

Type of Ribbon: Regular Sasheen
Core O.D.: 2-5/8"
Width of Ribbon: 7/8"
Length of Ribbon: 100" + 2" - 0"
Type of Tabbing Tape: Scotch Brand #613
Width of Tape: 1/4"
Length of Tab: 1-1/2"

COLOR AND ATTACHMENT BREAKDOWN

<u>QUANTITY</u>	<u>COLOR CODE</u>	<u>BOW COLOR</u>	<u>COLOR CODE</u>	<u>REEL COLOR</u>	<u>ATTACHMENT</u>
5	60	Gold Sasheen	60	Gold Sasheen	Pipe
5	21	Brown Sasheen	21	Brown Sasheen	Pipe
2	20	Copper Sasheen	20	Copper Sasheen	Pipe

Carton Wt: 200 Lb. Test

Each carton will be labeled with the correct label
so as to identify it as item number BH-1605

*Place one stock control card in each carton.

The Run Number and 3M Purchase Order Number must be
stamped on the label end of each carton.

27,000 Pack supplies

14,723 Ribbon & other items

9,000 attachments 3 m Project

\$50,723 total materials invested in
program to date

4000 ⁰⁰

Space

?

Subs salary

?

Power.

5.

labor

30000

1300

28500

11000

17500

\$14723.15 ribbon winners adv. card 590 B
96-97

$$4000 \overline{) 150,000}$$

$$150,000 \overline{) 400000} \quad 0266 \overline{) 0}$$

133

2/2/62

Lansville Paper

Tailed Squirrels

Tailed Squirrel Dwarf

We run 573

They run 580

Always had trouble on production

We check out carefully all converter programs

We do not set up good customer as converter
without a careful review that he can handle a
program of this type

575-

200 R.P.M.

Do they have small roll under working?

Do they have banks in operation?

2-2-62

We are in continual trouble with them

1st Complaint of record 573 Jan 12

2nd packing supplies not finalized

3 Machine problems
580 - 573

4 No assurance that other part of production working i.e. small roll winder, hanker, other packing components.

Continual piling up by labor of expenses they are building up (total according to him 7000 out of pocket)

Al:

38

113-

A meeting has been set for 1:30 with Lou Lehr and Jim Corbin in your office.

300 - good

put in to card

Harbor will to card

put in long

14 bags master
carton

9576

190
38

228
42

436
20576

$$\begin{array}{r} 12000 \\ .425 \\ \hline \end{array}$$

$$\begin{array}{r} 60000 \\ 24000 \\ 48000 \\ \hline 51000.00 \\ 75 \\ \hline \end{array}$$

$$\begin{array}{r} 258852 \\ 259852 \\ \hline \end{array}$$

$$\begin{array}{r} 259852 \\ 129925 \\ \hline 115 \\ \hline \end{array}$$

$$259852$$

MINNESOTA MINING AND MANUFACTURING COMPANY

cc: W. A. Aitken
J. R. Lane
W. M. Kramer
L. D. Nelson
W. A. Schoonenberg
G. A. Seiler

ST. PAUL, MINNESOTA
INTEROFFICE CORRESPONDENCE
SUBJECT:

February 5, 1962

2/6/62 from Luhr

B1262196 Pan

.805

TO: A. W. BOESE - NON-WOVEN PRODUCTS MANAGER - R.T. & G.W. DIVISION
FROM: C. A. PARSONS MERCHANDISING MANAGER - R.T. & G.W. DIVISION

I received new quotations from Charlie Luhr, Star Bow Company, as follows:

		<u>Old Price</u>	<u>New Price</u>
B1140 and 1144	- 10¢ Star Bow, Solid Pack, assortment	44¢ per dozen	42½¢ per dozen
B1248	- 19¢ Star Bow assortment	66¢	62¢
BH1224	- 19¢ Star Bow and Hank	80.3¢ per dozen	83¢ per dozen
BH1401, 1402, 1403, 1408	- 29¢ Pom and Reel Assortment with Attachments	1.39	1.51
BH 1405, 1406, 1407	- 29¢ Pom and Reel Assortments without attachments	1.35	1.428
BH 1601, 1602, 1603, 1604, 1605	- 49¢ Pom and Reel Assortments with attachments	2.37	2.40

The reasons given for the increases in prices relate to higher cost for shipping cartons, bow cards, and bags. Wally Kramer analyzed the price changes, as originally outlined in his letter of October 3, with the net effect that the total line changes from a \$3955 profit to a \$1515 loss.

CAP:js *CAP*

STAR BOW

[illegible]

PREFAB

ITEM	DESCRIPTION	EST. OUTPUT	VOLUME (DOZ.)		EST. MACH. SHIFT		INITIAL ORDER			TOTAL/YEAR			
		DOZ.	INITIAL	ORDER	TOTAL/YEAR	I.O.	T./Y.	NO. OF DAYS			NO. OF DAYS		
								1S	2S	3S	1S	2S	3S
BH 1601	49 ¢ Pom & Reel	292	2,880	444 ⁷³ 18,518	10	64							
BH 1401	29 ¢ Pom & Reel (decorated) (decorated)	292	3,600	28,125	12	97							
BH 1405 & 1406	29 ¢ Pom & Red (undecorated)	292	2,880	28,125	10	97							
Total Pom S-80		9,360	74,768		32	258	16	8	5	129	65	43	
Hank Winding S-80													
BH 1234		292	4,176	33,333	14	114	7	4	2.5	57	29	19	
Reel Winding		Unknown Machine Furnished by Star Bow	9,360	74,768									

P A C K I N G

ITEMS	EST. OUTPUT (CTN. / MAN HR.)	QUANTITY (DOZ.) <u>1 NT. ORDER</u>	TOTAL ^{YEAR} HOURS	QUANTITY/CTN.	MAN HRS RFD <u>1 NT. ORDER</u> TOTAL ^{YEAR}	
BH 1601	3.2	2880	18,518	1 doz.	900	5450
BH 1401	3.4	3600	28,125	1 doz.	1060	8270
B 1240	33.3	1500	26,315	2 doz.	23	395
BH 1405	3.4	2880	28,125	1 doz.	847	8270
BH 1224	13.0	4176	33,333	1 doz.	320	2560
B 1140	30.2	12,000	95,238	3 doz.	132	1050
					<u>3282</u>	<u>25,985</u>

out of town week of Feb 18th

2/5/69

ing to be held at Lantry Hotel

Dance masks - new masks

Art programme Pelham & Tapel

PVC film new tapes
Corbin to outline agenda.

Lehr First aid dressing (Operating or planning)

January

Bob Miller

few Lehr out of town
May -

Jack on ask

And Program

Feb 18th

Tues preferable Feb 20

Pth C program teaches joint meeting
New products where we are & going? other topics
agenda

what are ~~advent~~ programs
not background

Paint mat
call Corbin
Lehr.

Lawry Hotel

write out agenda

2/16/62

Do we withhold amount of lease payment.

Have we signed machine leases
with Atay bow

Check if fur has spec.

MINNESOTA MINING AND MANUFACTURING COMPANY

cc: W. A. Aitken, 42-2E
✓ A. W. Boese, 42-2E
J. R. Lane, 42-2E
L. D. Nelson, 42-2E
W. A. Schoonenberg, 42-2E

ST PAUL, MINNESOTA
INTEROFFICE CORRESPONDENCE
SUBJECT: Star Bow Company

February 16, 1962

TO: G. A. SEILER - GIFT WRAP LAB - 27-1

FROM: C. A. PARSONS - MERCHANDISING MANAGER - RT&GW DIVISION - 42-2E

Following is a resume of various subjects in our negotiation with Star Bow Company which I feel should be made a matter of record for your information when dealing with them. Some refer to prices for merchandise we sell to them and the balance refer to other matters which should be finalized.

1. Invoicing Star Bow Company for attachments used. We have agreed to invoice Star Bow Company at the rate of \$42 a thousand for those attachments used in the 49¢ bow items and \$14 per thousand for attachments used in the 29¢ bow items. We will need usage reports from Star Bow so that these invoices can be prepared. Monthly usage reports might show the following information:

Attachment number and name, description, quantity used during report period and the total value based on the above quoted prices.

2. The Star Bow Company is making use of 3M bendover number 699-1018 for Item BH 1224. We have agreed to sell our inventory of 100,000 at 95¢ per thousand. We should notify Star Bow when our inventory is depleted so that they can then order directly from United Engraving. Arrangements have been made by our Purchasing Department with United Engraving to sell these bendovers to Star Bow.

3. We have agreed to sell Star Bow Company our Silver "SASHEEN" tie ribbon, 5/16" x 200 yard at 63¢ net per roll.

4. The matter of freight shipments from Star Bow to Chicago is being handled by Ken Kumm of the Traffic Department and you should check with him to be sure that this has been finalized.

5. We have agreed to sell adhesive backed cards to Star Bow at \$2.35 per thousand. The cards involved are S-90 B, S-96, S-97 and 699-0108.

February 16, 1962

6. Lease agreements on rental equipment should be prepared and forwarded to Star Bow for signature. The rental rates are as follows:

2 S-80's at \$ 79.20 per machine per month.
2 S-73's at \$163.50 per machine per month.
2 S-75's at \$ 12.30 per machine per month.

You will probably want to discuss this with W. A. Schoonenberg.

7. The matter of insurance on 3M Company property (i.e. attachments) should be finalized with Star Bow Company.

8. The co-ordinating of invoices between Star Bow and 3M are handled by Mike Lee of Accounts Payable and Jack Nygren of the Credit Department. These gentlemen will also handle the matter of debt retirement. An early meeting with them to review the program would be desirable.

9. Who will initiate and authorize Purchase Orders with Star Bow? This should be co-ordinated with the current sales forecast and up-to-date sales trends.

CAP
CAP:ca

Star Bow

cc: A. H. Redpath
J. A. Searles

February 16, 1962

TO: W. A. AITKEN

FROM: A. W. BOESE

Messrs. Bacon, Boese, Lane, Redpath, Seiler, and Wiese met this morning with Walt Schmit to discuss the Star Bow Company contract. All aspects of the relationship were discussed and new approaches to our contract were agreed upon, which Walt Schmit will formulate into a contract or agreement. Rather than cover the discussion in this memo, we can review together on Monday Mr. Schmit's suggested arrangement with Star Bow.

It is Mr. Redpath's suggestion, upon our agreement to the proposal, that Mr. Schmit, hopefully Mr. Bacon, and myself take this proposal to Star Bow and attempt to get their agreement to operate under it.

AWB:js

Star Beer Co.

1/17/62

How valid is the sales forecast for Star Beer Co products

Raw material cost increase
Packaging supply increase

If we ~~can~~ not forecast the original sales
at this point what area will our profits be
based on

\$ 300,000

300,000	—	4000
100,000	—	3