

Date: 08/22/96  
From: Kathy Goodwin 626  
To: George F Zelazny 817  
Mark Asakura 241  
Subject: VARIOUS E-MAILS  
Reference: Note from (USGEAVDV - IBMAIL) attached below

KGOODWI - SHQA  
GZELAZ1 - SHQE  
BC241 - SMGI

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GEORGE AND MARK--

I HAVE RESPONSE FROM GE ON DIFFERENT QUESTIONS YOU BOTH ASKED OF ME...  
ATTACHED IS ONE NOTE COVERING BOTH YOUR COCERNS/QUESTIONS.

----- ATTACHED NOTE -----

i'm up and running|| finally. qucik responses on a few of your e-mails:

1) ANTI-TIP BRACKETS:

there is no industry data on the % installation of these brackets. it's basically up to the retailer or contractor. if i would swag a number it would be less than 5%. more like 3-4%. mike rowland and i had conversations about this last fall and he thought 2-3% was a close number for sears. the way the other retailers handle this at point of sale varies almost as much as the retailers. some make the consumer sign the reciept that they refused installation of the bracket. others don't mention it. the costs vary because of the different types of installation: floor, wall, ceramic tile etc. there is no legislation that requires the installer to install the brackets. the only legislation out there requires that the manufacturer include the bracket with the product.

2) L.P. CONVERSION IN HAWAII (SOUNDS LIKE A MARKET VISIT TO ME||)

hawaii is handled by an independent distributor for ge. i've sent an e-mail to the sales manager who handles the distributor to try and get some info. but my guess would be that the l.p. supplier would do the conversion as they do in the states. as soon as i get the info, i'll let you know.

frank