Monsanto

FROM (NAME & LOCATION): John Heilala - Cincinnati

DATE: December 8, 1969

SUBJECT: PROCTER & GAMBLE

REFERENCE:

TO:

C.L. CLAY - ST. LOUIS
R.A. DAMIANI - CHICAGO
J.H. DAVIDSON - LOS ANGELES
P. CRASKA - NEW YORK
G.F. FAGUE - DETROIT
JOHN HAGGERT - BRUSSELS
J.J. RODER - CHICAGO

cc: N.T. Johnson - St. Louis
R.A. Garcia - Akron
D.F. Smith - St. Louis
D.A. Hall - St. Louis
J.R. Fallon - St. Louis
To: D.E. Roush - St. Louis

Attached are fact sheets for Procter & Gamble, listing products, plant locations, etc. P&G has recently issued corporate specs recommending Pydraul AC for air compressors - world-wide.

They have a couple small development-size Therminol systems but are considering several large Therminol projects, locations unknown.

John Heilala
Cincinnati

JAH/sab

attachment

DSW 343653

From: Public Relations Department
The Procter & Gamble Company
Cincinnati, Ohio 45201
Phones: 562-2124
562-2847
562-3465

NEWS FROM PROCTER & GAMBLE

FACT SHEET -- PROCTER & GAMBLE

HEADQUARTERS: 301 East Sixth Street, Cincinnati, Ohio
(Mail Address: P. O. Box 599, Cincinnati, Ohio 45201)

FOUNDED: 1837. Incorporated 1890.

FINANCIAL INFORMATION:

1968-1969		1967-1968	
Net Sales	$2,707,553,000	Net Sales	$2,542,615,000
Earnings from Operations	187,447,000	Earnings from Operations	182,623,000

Shareholders: 85,030

Common Stock: 50,000,000 shares authorized. 40,724,833 outstanding as of June 30, 1969.

Present dividend rate: $2.60 annually. (Dividend payments uninterrupted since incorporation in 1890.)

EMPLOYMENT: United States, 28,500; Other countries, 14,500.

PRINCIPAL OFFICERS:

*Neil H. McElroy	Chairman of the Board
*Howard J. Morgens	President
*W. Rowell Chase	Executive Vice President
*Walter L. Lingle, Jr.	Executive Vice President
*John W. Hanley	Vice President-Group Executive
*Edward G. Harness	Vice President-Group Executive
*Edwin A. Snow	Vice President-Group Executive
Edwin L. Artzt	Vice President-Food Products Division
Thomas C. Bower	Vice President-International Division for the European Common Market
Owen B. Butler	Vice President-Sales
*James M. Ewell	Vice President-Manufacturing and Employee Relations
*Dean P. Fite	Vice President-Corporate Affairs
Charles M. Fullgraf	Vice President-Paper Products Division
William R. Gurganus	Vice President-International Operations
William M. Ittmann	Vice President-International Division for Britain, Canada and Scandinavia
James W. Nethercott	Vice President and Comptroller
George H. Perbix	Vice President-Purchases
Richard S. Runnels	Vice President-Toilet Goods Division
John G. Smale	Vice President-Packaged Soap and Detergent Division
Richard W. Barrett	Secretary and General Counsel
Alan C. Fite	Treasurer

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*Also a Director of the Company

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ORGANIZATION: 12 operating divisions

Packaged Soap and Detergent Division
Bar Soap and Household Cleaning Products Division
Industrial Soap and Chemical Products Division
Food Products Division
Toilet Goods Division
Paper Products Division
Cellulose and Specialties Division
Oil Mill Division
Coffee Division
International Division for Asia and Latin America
International Division for Britain Canada and Scandinavia
International Division for the European Common Market

MAJOR U.S. BRANDS:

Packaged Soap and Detergents

Heavy-Duty Products:

Bold
Bonus
Cheer
Dash
Duz
Gain
Oxydol Plus
Tide XK
Salvo

Light-Duty Products:

Dreft
Ivory Snow
Ivory Flakes

Liquid Detergents:

Ivory Liquid
Joy
Thrill

Automatic Dishwasher Detergent:

Cascade

Food Products

Crisco (shortening)
Crisco Oil (salad and cooking oil)
Fluffo (shortening)
Big Top (peanut butter)
Jif (peanut butter)
Duncan Hines (prepared baking mixes)

Coffee (limited market areas)

Folger's instant
Folger's Vacuum packed

Disposable Diapers

Pampers

Bar Soaps and Household Cleaning Products

Bar Soaps:

Camay
Ivory
Lava
Safeguard
Zest

Household Cleaning Products:

Mr. Clean
Top Job
Spic and Span
Comet

Fabric Softener:

Downy

Enzyme Pre-Soaking Product:

Biz

Toilet Goods

Crest (toothpaste)
Gleem (toothpaste)
Prell (shampoo)
Head & Shoulders (shampoo)
Lilt (home permanent)
Secret (deodorant)
Hidden Magic (hair spray)
Scope (mouthwash)

Paper Products (limited market areas)

Charmin paper products
White Cloud (bathroom tissue)
Puffs (facial tissue)
Bounty (towels)

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MANUFACTURING LOCATIONS IN THE U.S.:

Soaps and Detergents

Alexandria, Louisiana
Augusta, Georgia
Baltimore, Maryland
Chicago, Illinois
Cincinnati, Ohio
Dayton, Ohio (Hewitt Soap Company)
Dallas, Texas
Kansas City, Kansas
Lima, Ohio
Long Beach, California
Quincy, Massachusetts
Sacramento, California
St. Louis, Missouri
Staten Island, New York

Food Products

Chicago, Illinois
Cincinnati, Ohio
Dallas, Texas
Lexington, Kentucky
Long Beach, California
Macon, Georgia
Omaha, Nebraska (The D. H. Food Company)
Portsmouth, Virginia
Sacramento, California
Staten Island, New York

Toilet Goods

Cincinnati, Ohio
Iowa City, Iowa

Paper Products (The Charmin Paper Products Company)

Cape Girardeau, Missouri
Cheboygan, Michigan
Green Bay, Wisconsin
Mehoopany, Pennsylvania

Coffee (The Folger Coffee Company)

Houston, Texas
Kansas City, Missouri
New Orleans, Louisiana
San Francisco, California

Seed Crushing Mills (The Buckeye Cellulose Corporation)

Augusta, Georgia
Corinth, Mississippi
Little Rock, Arkansas
Memphis, Tennessee
Montgomery, Alabama
Ft. Worth, Texas (Traders Oil Mill Company)

Pulp Producing (The Buckeye Cellulose Corporation)

Foley, Florida (wood pulp)
Memphis, Tennessee (cotton linter pulp)

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PRINCIPAL SUBSIDIARIES IN OTHER COUNTRIES:

Belgium	Procter & Gamble Benelux
Canada	The Procter & Gamble Company of Canada, Ltd.
Canada	Victory Soya Mills, Ltd.
France	Procter & Gamble France
Great Britain	Procter & Gamble Ltd.
Italy	Procter & Gamble Italia, S.p.A.
Mexico	Procter & Gamble de Mexico, S.A. de C.V.
Peru	Procter & Gamble del Peru, S.A.
Philippines	Procter & Gamble Philippine Manufacturing Corp.
Spain	Procter and Gamble España, S.A.
Switzerland	Procter & Gamble A.G.
Venezuela	Procter & Gamble de Venezuela, C.A.
West Germany	Procter & Gamble GmbH

(P&G has manufacturing operations in 12 countries outside the U.S., and its products are manufactured under license and other arrangements in 14 other countries. P&G products are sold in most of the world.)

RESEARCH FACILITIES:

United States:

Cincinnati, Ohio:

Miami Valley Laboratories -- basic research
Ivorydale Technical Center -- product research and development
Winton Hill Technical Center -- product research and development

Memphis, Tennessee:

Buckeye Cellulose Corporation -- basic research and product development

England:

Newcastle -- basic research and product development

Canada:

Hamilton, Ontario -- product research and development

Belgium:

Brussels -- European Technical Center (research and engineering services to P&G subsidiaries in Europe)

Others:

Many of the company's other subsidiaries outside the U.S. have their own research and development laboratories.

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