

- b. Concentrate sales effort on following target accounts:

Harrison Radiator

Ford Motor Company

Glastic, Inc.

Woodall Industries

W. S. Young-continuing

- c. Promote applications through case history type publicity releases.

W. S. Young-continuing

6. Specialty Plastic Applications

Marketing Responsibility-W. S. Young

Technical Service-R. E. Byrne, B. L. Ingalls

- a. Advise C. & A. field sales force of 1969 objectives and action plan for Calidria Asbestos products.

W. S. Young - Dec. 17, 1968

- b. Hold series of meetings at each regional sales office to train salesmen on Calidria Asbestos.

W. S. Young - Jan. 1969

- c. Concentrate major sales effort on following key accounts:

W. S. Young-continuing

<u>Polyesters</u>	PPG Industries	American Cyanamid
	Koppers	Glidden Company
	RCI	Marco
	Diamond Shamrock	Cargill, Inc.
<u>Epoxies</u>	Koppers	Shell
	RCI	Weyerhaeuser
	Ohio Sealer	Uniseal
	Furane	Interchemical
<u>Asphaltics</u>	Mortell	Daubert
	Edoco	Pennzoil United