NTI

Product	Projected 1971 Sales ooo's #	% Aroclor	# of Aroclor	Type
Pydraul F-9	1596	52.5	837.996	1248
Pydraul 150	1067	23.0	245.41	1242
Pydraul 135	2000	42.7	854.00	1242
Pydraul 625	893	50.0	446.5	1260
Pydraul A-200	4800	66.0 33.0	3168.0 1584.0	1248 1242
Pydraul 280	875	16.0 62.0	140.0 542.5	1260 1248
Pydraul 230	300	52.0	156.0	1242
Turbinol 153	400	75.35 12.85	301.4 51.4	1242 1232
Pydraul 540	200	45.7 10.0	91. 4 20.	1248 1254
Pydraul 60	50	0	0	
Pydraul AC	1300	57.0	741.	1254
Pydraul AC W	10	28.5	2.85	1254
Pydraul 312	8371	47.4	3967.854	1242

EXHIBIT
BRADFORD
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8-15-95 JAS

TNGS 010761

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Monsanto

N. T. Johnson B2S J

December 29, 1971

ASGAP RECONCILIATION

TO :

D. R. Hansen	1800
P. L. Slayton	1650
H. R. Ford	1070
E. L. Shimley	1010
C. L. Bradford	B2S G
B. G. Tibbetts	B2S E
L. D. Shand	B2S D
C. Paton	B2S H

Attached is a special ASGAP reconciliation summary for each region by product group and also by region by salesman. Our objective this year is to have a field budget which equals the product group budget. Please review the recent ASGAP and correct where necessary.

On January 3, 4 and 5 I would recommend that the product managers contact each regional manager by phone and establish agreement on all changes to achieve our objective. The regional manager must initiate the changes and submit the corrected copies to Janet Mabrey. Regional managers and product managers should retain a list of all agreed to changes.

With all of the changes in products (no Therminol FR's and changes in Pydraul product line) it may be very difficult to arrive at an acceptable budget. We might consider using an unassigned budget by region or by salesman. It will be difficult to assign by customer.

Attached is L. D. Shand's memo on the pounds and the dollar budget for EVCl by region. Lloyd is committed to the dollars. How you divide the pounds into the various EVCl products is up to you. However, the dollars must equal but the pounds can vary. EVCl can be unassigned by region or salesman or customer; you decide.

There is one major error which must be corrected. MIPB to NCR at Portage, Wisconsin is credited to Dave Bechtold and should be credited to Dennis Lewis and the Western Region.

If you have any problems let me know. I will be here the week of January 3.

N. T. Johnson

lb
Attachment

TNGS 013058

Johnson PX-55

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