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INDUSTRIAL SALES BULLETIN

KANSAS CITY, KANSAS
January 8, 1975

TO: ALL INDUSTRIAL MANAGERS AND SALESMEN

FROM: Bob Mann

SUBJECT: PRODUCT MANAGEMENT, INDUSTRIAL DIVISION

Attached is an updated listing of Industrial Division products with the designated product managers and price book page. The pricing of all other products handled on a local option basis are to be maintained by the branch.

There have been a few changes in product responsibility. This list will take precedence over the product manager listed on the price book page until the next revision is received.

Industry assignments by product manager will also be assigned generally following the SIC classification. The purpose of these industry assignments is explained below:

ERV SEGEBRECHT	CARL SEGRAVES	PHIL KIZER	TOM WATSON
Chemical Processing	Ceramics	Adhesives	Agriculture
Food-Beverage	Glass	Aerospace	Cosmetics
Petroleum	Paper & Pulp	Automotive	Detergents
Pharmaceutical	Waste Treatment	Electrical	Leather
	Water Treatment	Electronic	Textiles
		Furniture	
		Metal Working	
		Paint	
		Plastics	
		Rubber	

The industry assignments will involve following developments in these specific industries with respect to the chemical requirements. The available Trade Journals received will be perused by these managers as assigned. This is a joint responsibility with the field forces as we want to hear of your successes within any specific industry that can be spread to other areas. Note: The product assignment will take precedence over the industry assignment because of the overlapping involved. If you have a product problem, it should go to the respective product manager by product.

Please continue

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Subj. to Stipulation of Confidentiality & Order, *Senio, et al. v A.P. Green Refractories, et al*, Jackson County, MO, Case No. #00-CV-187056

SUBJECT: PRODUCT MANAGEMENT, INDUSTRIAL DIVISION - Continued

Another use of the industry assignment is on products for which you need information that are not in our price book. Determine the industry used and contact the product manager for that industry for assistance.

Erv Segebrecht, in addition to the Product Manager function, will function as our National Accounts Sales Manager. Although assigned to Erv, each product manager, field salesman, and manager share in the National Accounts Program. Further emphasis will be placed on this program during 1975 and more will be communicated later.

Remember back when the shortages hit, you may have had a : that sales people weren't needed as much as in the past. You soon found out that you were needed, but your functions and role were changed significantly. Isn't it great that you're needed now, more than ever, to go out and create sales again in a changing market.

1975 is the year of rebirth of the true salesman, and we have them, so it will be a good year! Your questions, suggestions, and constructive criticism in relation to this phase of the business are welcomed.

Bob

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Subj. to Stipulation of Confidentiality & Order, *Souza, et al. v. A.P. Green Refractories, et al.*, Jackson County, MO, Case No. 908-CV-10956

PRODUCT MANAGER	PRODUCT	PAGE NO.
PTK	Acetone	1.02
EWS	Acid, Acetic	1.03
EWS	Acid, Battery	1.04
EWS	Acid, Benzoic	1.05
TEW	Acid, Boric	1.06
PTK	Acid, Chromic	1.08
PTK	Acid, Chromic Salts (DuPont-Econochrome)	1.08.01
PTK	Acid, Chromic Salts (M&T-Unichrome)	1.08.02, .03, .0
EWS	Acid, Citric	1.09
EWS	Acid, Cresylic	1.10
EWS	Acid, Formic	1.10.05
TEW	Acid, Gluconic	1.12
PTK	Acid, Hydrofluoric	1.13
EWS	Acid, Hydrofluosilicic	1.15
PTK	Acid Inhibitors, Rodine	1.15.04, .05
EWS	Acid, Muriatic 20°	1.17
EWS	Acid, Nitric 42°Bé	1.20
PTK	Acid, Oleic	1.21
TEW	Acid, Oxalic	1.22
PTK	Acid, Phosphoric	1.23
PTK	Acid, Phosphoric DAB	1.23.01
EWS	Acid, Reagent Grade	1.25.01
PTK	Acid, Stearic	1.27
TEW	Acid, Sulfamic	1.28
EWS	Acid, Sulfuric 66°	1.29
PTK	Acid, Tall Oil Fatty	1.29.01
PTK	Alcohol, Butyl (Normal)	1.32
PTK	Alcohol, Denatured Ethyl	1.33
PTK	Alcohol, Diacetone	1.33.01
PTK	Alcohol, Isopropyl	1.34
PTK	Alcohol, Methanol	1.34.02
PTK	Alcohol, Normal-Propyl	1.35
PTK	Aluminum Paste, Leafing	1.39
PTK	Aluminum Paste, Non-Leafing	1.39.01
PTK	Aluminum Powder, Flake & Atomized	1.39.02
CLS	Aluminum Sulphate	1.40
CLS	Ammonia-Alum	1.40.05
CLS	Ammonia, Anhydrous	1.41
CLS	Ammonia, Aqua 26°	1.42
PTK	Ammonium Bifluoride	1.43.05
PTK	Ammonium Chloride	1.44.01
PTK	Ammonium Persulphate	1.45.02
CLS	Ammonium Silicofluoride	1.46
PTK	Ammonium Sulphate	1.46.01
PTK	Anodes, Copper (Amphos 40)	1.47
PTK	Anodes, Cadmium	1.47.01
PTK	Anodes, Copper (OFHC Brand)	1.47.02

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PTK	Anodes, Copper Ball 2" Elect.6R.	1.47.03
PTK	Anodes, Copper Chips Electrolytic	1.47.04
PTK	Anodes, Copper Slug	1.47.05
PTK	Anodes, Nickel, Cast	1.47.06
PTK	Anodes, Nickel Rolled	1.47.06.01
PTK	Anodes, Nickel Cast	1.47.06.02
PTK	Anodes, Zinc	1.47.07
PTK	Asbestos Fibre	1.50
PTK	Astra Tone 40	1.55
PTK	Barium Carbonate Reg.	2.01
PTK	Barium Sulphate	2.03
PTK	Bentonite	2.04
TEW	Borax	2.08
PTK	Brightner, Cadalyte 1000	2.09
PTK	Brightner, Nickel M&T	2.09.02 - .06
PTK	Brightner, Zinc #25	2.09.07
PTK	Brightner, Silverlume	2.09.15
PTK	Brightner, Duo Zinc 100	2.09.20
PTK	Brightner, Duo Zinc 101	2.09.21
PTK	Brightner, Duo Zinc 102	2.09.22
PTK	Cadmium Oxide	3.00.05
PTK	Calcium Carbonate, Precipitated	3.01
EWS	Calcium Chloride	3.02
CLS	Calcium Hypochlorite Granular (Pittchlor)	3.03.01
CLS	Calcium Hypochlorite Granular (Sentry)	3.03.02
CLS	Calcium Hypochlorite Tablets (Clor Tabs)	3.03.03
CLS	Calcium Hypochlorite (HTH)	3.03.03.01
CLS	Carbon, Activated Powdered Water Grade	3.04
PTK	Carbon Tetrachloride	3.07
EWS	Catacarb Chemicals	3.09.05
TEW	Chelating Agents (EDTA & NTA) Dry	3.10
TEW	Chelating Agents (EDTA & NTA) Liquid	3.10.01
CLS	Chlorine 150 lb. Cylinders	3.15
CLS	Chlorine, TON Cylinders	3.15.01
CLS	Chlorine, Ton Tank Car	3.15.02
PTK	Chromate Conversion Salts	3.16
PTK	Clay, UL	3.17.01
PTK	Clay, UL/TL	3.17.03
PTK	Clay, Competitive Grades	3.17.07, .09
PTK	Colors (Caramel)	3.25
PTK	Copper Carbonate	3.31
CLS	Copper Sulfate	3.33
PTK	Cyanide, Copper	3.38
PTK	Cyanide, Potassium	3.38.01
PTK	Cyanide, Sodium	3.38.02
PTK	Cyanide, Zinc	3.38.02
CLS	Diatomaceous Earth (Aqua Cel)	4.02
CLS	Diatomaceous Earth (Celatom SP)	4.02.04
CLS	Diatomaceous Earth (Celatom Filter Aids)	4.02.05
CLS	Diatomaceous Earth (Celatom Mineral Fillers)	4.02.06

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Subj. to Stipulation of Confidentiality & Order, Soule, et al. v. A.P. Green Refractories, et al., Jackson County, MO, Case No. 888-CV-287056

TEW	Phosphate, Monosodium	13.21
TEW	Phosphate, Sodium Acid Pyro	13.22
TEW	Phosphate, Tetra Potassium Pyro	13.23
TEW	Phosphate, Tetra Sodium Pyro	13.24
TEW	Phosphate, Sodium Tri Poly	13.25
TEW	Phosphate, Trisodium	13.26
TEW	Phosphate, Trisodium Chlorinated	13.27
PTK	Phosphate, Tricresyl	13.28
TEW	Pine Oil	13.28.05
PTK	Polybutene	13.34
PTK	Polyethylene	13.35
CLS	Potash Alum	13.36
PTK	Potassium Bichromate	13.39
CLS	Potassium Carbonate	13.40
CLS	Potash Caustic, Anhydrous	13.41
CLS	Potash Caustic, Liquid	13.41.01
PTK	Potash Muriate	13.43
TEW	Potassium Nitrate	13.44
CLS	Potassium Permanganate	13.45
PTK	Potassium Persulphate	13.45.05
TEW	Potassium Silicate, Liquid	13.46
PTK	Pumice Stone, Powdered	13.48
CLS	FREESTYLE™ Stabilizer	13.49.02
CLS	FREESTYLE Dry Chlorine Conc. 90%	13.49.03
CLS	FREESTYLE 90% Chlorine Tablets	13.49.04
CLS	PURE POOL Replacement Canister	13.49.04.01
CLS	PURE POOL Super Chlorine Cartridges	13.49.04.02
CLS	PURE POOL Chlorine Cartridges	13.49.04.03
CLS	PURE POOL 90% Chlorine Tablets	13.49.04
CLS	PURE POOL Calcium Hypochlorite Gran.	13.49.05
CLS	FREESTYLE pH UP	13.49.09
CLS	FREESTYLE pH UP Briquettes	13.49.09.01
CLS	SPL-ASH Briquettes	13.49.10
CLS	FREESTYLE pH DOWN	13.49.11
CLS	FREESTYLE Algaetrol 76	13.49.12
CLS	FREESTYLE Algaetrol Q-10	13.49.13
CLS	Algimycin APA	13.49.17
CLS	Algimycin "6"	13.49.17.1
CLS	Algimycin "T"	13.49.17.2
CLS	KERR-N-HEET	13.49.18
CLS	Filter Cleanse	13.49.19
CLS	Hypo-Clean	13.49.20
CLS	Sequa-Sol	13.49.21
CLS	Super Sequa-Sol	13.49.22
CLS	T.L.C.	13.49.23
PTK	Red Iron Oxide	15.01
PTK	Rosin WW Gum	15.17
CLS	Santobrite	16.04
PTK	Silene	16.07
PTK	Silica Sand CL/TL	16.09

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Subj. to Stipulation of Confidentiality & Order, *Soule, et al. v. A.P. Green Refractories, et al.*, Jackson County, MO, Case No. 890-CV-207056

PTK	Silica Flour CL	16.10
PTK	Silica Flour LTL	16.11
EWS	Silicone Antifoams	16.11.04
EWS	Silicone Emulsions	16.11.05
EWS	Silicone Fluids & Specialties	16.11.06
TEW	Soap, Base Concentrate	16.12
TEW	Soap, Coconut Base Concentrates	16.12.05
TEW	Soap, Base Castile 40%	16.13
CLS	Sodium Aluminate	16.20
CLS	Sodium Aluminum Sulphate	16.21
CLS	Soda Ash	16.23
EWS	Sodium Benzoate	16.24
TEW	Sodium Bicarbonate USP	16.25
PTK	Sodium Bichromate Gran.	16.26
EWS	Sodium Bifluoride	16.26.05
CLS	Sodium Bisulfite Anhy.	16.27.01
CLS	Sodium Carbonate Monohydrate	16.28
CLS	Soda Caustic Anhydrous	16.29
CLS	Soda Caustic Anhydrous	16.29.00.1
CLS	Soda Caustic 59% Liquid	16.29.01
CLS	Soda Caustic 50% Liquid	16.29.02
CLS	Sodium Chlorite	16.30.05
PTK	Sodium Chromate	16.31
EWS	Sodium Citrate USP	16.32
CLS	Sodium Fluoride	16.34
TEW	Sodium Gluconate	16.35
CLS	Sodium Hydrosulfite	16.36
CLS	Sodium Hypochlorite Solution	16.36.05
PTK	Sodium Hypophosphite	16.36.08
TEW	Sodium Nitrate	16.40
TEW	Sodium Nitrite USP	16.41
TEW	Sodium Perborate Tetrahydrate	16.42
TEW	Sodium Sesquicarbonate	16.43
TEW	Sodium Metasilicate	16.43.01
TEW	Sodium Orthosilicate	16.43.02
TEW	Sodium Sesquisilicate	16.43.03
TEW	Sodium Silicate Liquid	16.44
TEW	Sodium Silicate, Powdered	16.45
CLS	Sodium Silicofluoride	16.46
TEW	Sodium Sulphate	16.45
CLS	Sodium Sulphide	16.48
CLS	Sodium Sulfahydrate	16.48.01
TEW	Sodium Sulphite	16.49
PTK	Solvents, Aliphatic	16.51
PTK	Solvents, Aromatic	16.51.01
PTK	Solvents, Nitroparaffins	16.51.02
EWS	Sorbitol USP 70%	16.52.01
PTK	Stearates-Metallic	16.53
PTK	Sulfur LTL	16.54
PTK	Sulfur C/L	16.55
CLS	Sulfur Dioxide	16.57
TEW	Surfactants, Cationic	16.70
TEW	Surfactants, Cation Cross Ref.	16.70.01

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Subj. to Stipulation of Confidentiality & Order, *Soula, et al.* v. *A.P. Green Refractories, et al.*, Jackson County, MO, Case No. #08-CV-207056

TEW	Surfactants, T-DET	16.75
TEW	Surfactants, T-DET Phys. Prop.	16.76
TEW	Surfactants, T-DET Cross Ref.	16.77
TEW	Surfactants, T-DET Applications	16.78
PTK	Talc LCL	17.03
PTK	Talc	17.03.01
CLS	Tannin Extract	17.06
TEW	Teox Compound	17.07
PTK	Trichlorethylene	17.09
PTK	1,1,1-Trichloroethane	17.10
PTK	Triethanolamine	17.12
PTK	Turpentine	17.14
EWS	Urea	18.01
PTK	Whiting LCL	20.04
PTK	Whiting CL	20.05
PTK	Whiting CL (Southern Plants)	20.05.01
PTK	Whiting CL (Southern Plants)	20.05.02
PTK	Whiting, Pallet Size &	20.05.03
PTK	Wyandotte Cleaners	20.50
PTK	Wyandotte Cleaners	20.51-20.60
PTK	Zinc Chloride Granular	22.03
CLS	Zinc Silicofluoride	22.04
PTK	Zinc Sulphate 32%	22.05
PTK	Zinc Sulphate	22.06

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Subj. to Stipulation of Confidentiality & Order, *Sonia, et al. v. A.P. Green Refractories, et al.*, Jackson County, MO. Case No. #08-CV-287856