PLAINTIFF'S
EXHIBIT
GF-2256

The RUBEROID Co.

NEW YORK 36, N. Y.

For Attention Mr. E.J. O'Leary *Date* November 11, 1960

Copy to *Reference*

Subject

Attached hereto, a suggested organizational chart for the Asbestos Fibre and Industrial Insulation Division.

Messrs. V.J.Laskoski and T.J. Walters will be assigned as respective Managers of the Asbestos Fibre and Industrial Insulation (including Asbestos Papers and Millboard) Departments, reporting directly to the undersigned on the conduct of their assigned responsibilities.

Six (6) field personnel, located in major metropolitan areas will represent the Industrial Insulation and Asbestos Paper product line, drawing a base salary, plus commissions, based on sale above quotas (to be established during December, 1960).

A suggested clerical staff of two (2) persons, headquartered in New York, will carry out the secretarial and filing functions as delegated by the undersigned.

Order clerks, responsible for orders, billings, shipping instructions and co-ordination of sample requests (for new products and present line) should be established at the respective plant production points, specifically, Gloucester and Erie (eliminating the Joliet and Bound Brook order clerk functions for the Division).

The undersigned will coordinate the sales operations of the Division, maintain liaison between sales and research, sales and production, and systematically evaluate the progress of sale of respective products for the best interest of Ruberoid.

Contractor, distributor and industrial contacts will be coordinated by the undersigned, working directly with the respective managers as listed above, to assure Ruberoid of the strongest field representation, consistent with product line of record.

Our goal for 1961 in the major product line, is listed as follows:-

Insulation	-	$1,350,000
Asbestos Paper		1,000,000
Millboard		500,000
Asbestos Fibre		1,400,000
		$4,250,000

Cost of sale will approximate 3%

We will appreciate approval of basic organization in order that we can plan our Sales Budget for 1961 and more concretely present an overall selling program.

W.G. NESS

WGN:sm

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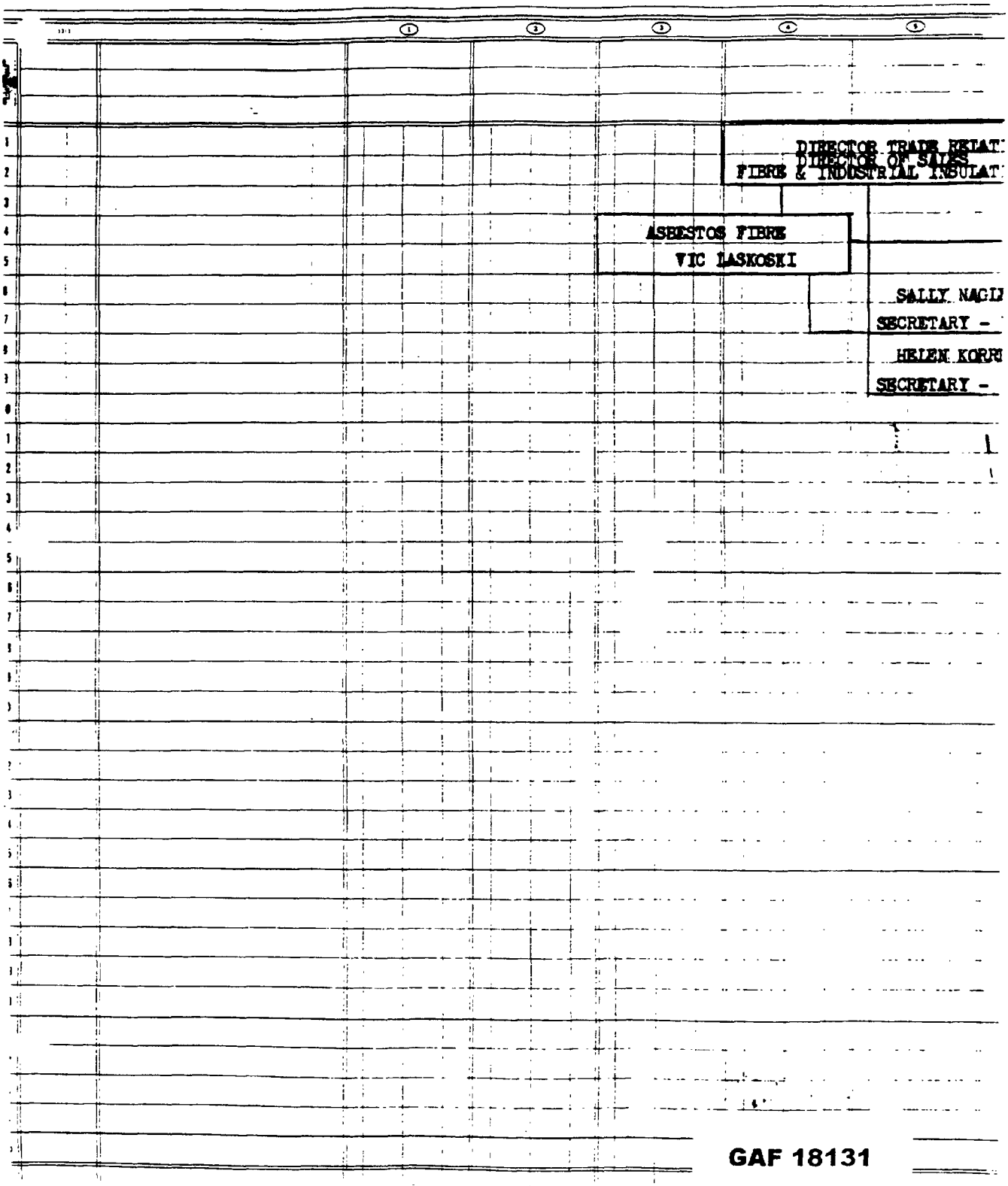
approved by copy to Xue 11/14 [illegible]


DIRECTOR TRADE RELAT
DIRECTOR OF SALES
FIBRE & INDUSTRIAL INSULAT
ASBESTOS FIBRE
VIC LASKOSKI
SALLY NAGL
SECRETARY -
HELEN KORP
SECRETARY -

GAF 18131

NS
N DIV. - W.G. NEEL

IND. INSULATION - ASB. PAPER - MILLBOARD
T.J. WALTERS

RE - TRADE RELATIONS
L
DUSTRIAL INS.

NEW YORK	-	R. GALLAGHER
PHILADELPHIA	-	H. PFLIEGER
PITTSBURGH	-	W. BLUME
ATLANTA		J. MALLARD
CHICAGO		J. GIBBONS
HOUSTON		W. VOIGHT

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