

FILE NAME: Drilling Specialties (DRSP)

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cc: F. J. Shell
C. A. Sanber

March 21, 1973

Annual Meeting - 1973

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Mr. H. M. Barrett
Office

You asked for comments about the division of time and about what should be included in our Annual Sales Meeting. When you wrote of a 50-50 split of time and play I hope that you were including the evenings. The following is one possible way to divide the times:

Time	Monday	Tuesday	Wednesday	Thursday
8:00	Work	Play	Work	Play
12:00				
12:00	Lunch	Lunch	Lunch	Lunch
1:00				
1:00	Play	Work	Play	Work
5:00				
5:00	Supper	Supper	Supper	Supper
6:00				
6:00	Work	Play	Work	Play
10:00				

As our part of the program we could present talks or discussions on any or all of the following:

1. Inhibited muds
2. Role of DSCO products in special muds, e.g. Benar muds
3. DAP-KGI muds?
4. Pelletized Flosal?
5. Flosal substitute? - now - future

In addition, Dean could review the sales training meeting he will have attended in Kansas City. We would like to talk on the theory of Tech Notes and discuss the value of technical or semi-technical papers to sales.

I think that a talk on trademark usage and protection from someone in the Patent Division, probably Jack Phillips, would be timely and profitable.

CDD 205301

F. J. Shell

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File: Meetings