

- d. Continue active promotional and merchandizing campaign on end-use applications.

W. S. Young-continuing

- e. Develop and issue technical application bulletins.

R. E. Byrne, W. S. Young-continuing

7. International

Marketing Responsibility-W. S. Young

Technical Service-R. E. Byrne, H. B. Rhodes, G. L. Dickson

- a. Continue sales activity in paper and plastics markets in Japan through Tomoe Engineering. Explore applications in waste water treatment.

W. S. Young-continuing

- b. Establish DeGussa as distributor/rebrand sales agent for R-G products in Europe.

W. S. Young - Jan. 31, 1969

8. Miscellaneous Market Development

Marketing Responsibility-W. S. Young

Technical Service-H. B. Rhodes, R. E. Byrne

Development of new markets in 1969 will be limited to a few key areas in which work has already been started and will be carried out to a great extent through outside interests. Expediency will take precedence over long range preference and developmental opportunities will in part be turned over to potential customers.