

III. Sales Personnel

Field sales in 1969 will be limited to the purchase of three (3) man-years of Union Carbide field sales personnel (Two (2) from Coatings and Adhesives and one (1) from Pulp and Paper). This effort will be supplemented by direct sales contacts of the Calidria Asbestos Business Team together with existing and new distributor/sales agent outlets.

Direction, control and technical service for the sales forces will be given directly by the Calidria Asbestos Business Team with specific responsibilities noted in the following table and map.

Market	Marketing	Tech. Service	Field Sales Force	Distributor
Pulp & Paper	N. J. Setter	G. L. Dickson	Pulp & Paper	--
Flooring	W. S. Young	R. E. Byrne	Direct	--
Trade Paints	J. L. Myers	H. B. Rhodes	Direct	West. Chem. ¹
Oil Well Drilling	W. S. Young	H. B. Rhodes	--	Montello
Polyester Premix	W. S. Young	R. E. Byrne	C. & A.	H & C ²
Specialty Plastics	W. S. Young	R. E. Byrne	C. & A.	H & C ²
International	W. S. Young	REB/HBR/GLD	--	Tomoe, DeGuss
Waste Water	J. L. Myers	H. B. Rhodes	--	TBD
Plastic Reinf.	W. S. Young	H. B. Rhodes	C. & A.	LNP
Taconite	W. S. Young	H. B. Rhodes	Direct	--
Thermosets	W. S. Young	R. E. Byrne	C. & A.	--
Titanated SG	N. J. Setter	R. E. Byrne	Direct	--

In addition, in order to provide more effective field liaison, direction, technical service and, most important, continual contact and sales follow-up with field sales personnel and customers, the country will be divided into geographical territories with the following persons assigned responsibility:

J. L. Myers - Western Region

R. E. Byrne - Central Region

H. B. Rhodes - Southern Region

B. L. Ingalls - Northeast Region