Monsanto

FROM (NAME & LOCATION) B.R. Dolimount - N.Y.O.

DATE February 23, 1978

SUBJECT Adhesive Accounts

REFERENCE

cc Neil Keeney - St. Louis
J.H. Orem - St. Louis
T.G. Iversen - St. Louis
W.T. Vreeland - St. Louis
R.U. DeSchutter - St. Louis

TO R.V. Johnson
Everett

Attached are some comparative numbers for sales of S-160 to Adhesive Accounts since my involvement in late 1975.

	1975#	1976#	1977 Actual
*Allied	***7,500	33,000	18,300
Baker	**42,000	10,000	23,000
Envelope	19,000	0	1,000
Henkel	5,000	14,000	25,180
National Starch	2,766,000	3,000,100	3,077,400
Northern	0	16,200	14,300
Roman	*60,000	0	1,000
Titan	50,000	73,120	111,000
Atlantic	0	0	0
Holland	0	0	0
United Resins	287,320	406,620	366,000
Akton	0	0	79,300
Beacon	0	0	14,600
Federal	0	0	27,630
	3,237,320	3,553,540	3,758,760

* lost due to credit problems

** Chapter II
*** Amsco Account

Bruce Dolimount

BRD/bs

DSW 587122

IN - 10 REV 1 72

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