PLAINTIFF'S EXHIBIT

UC-5314

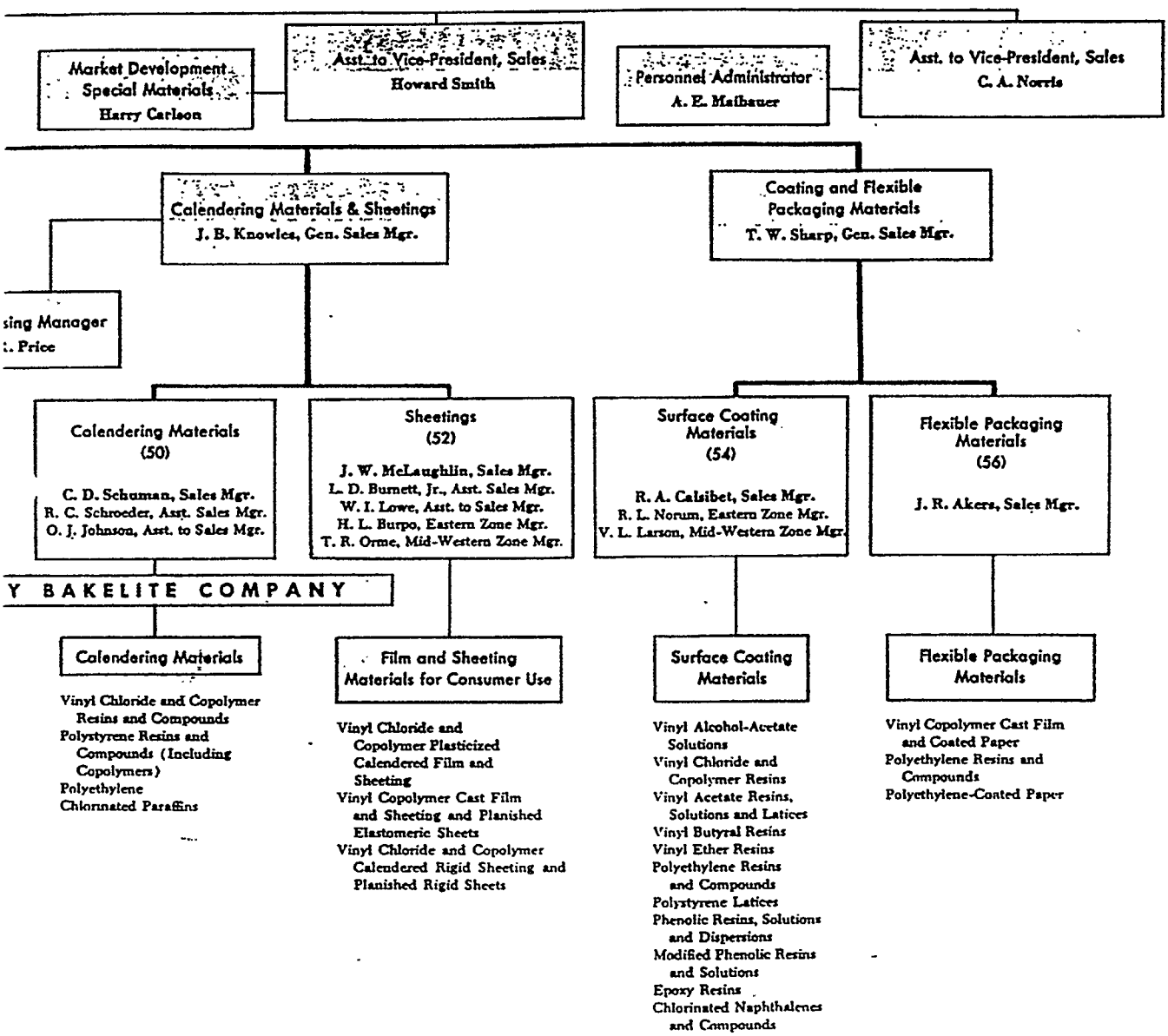
J-538-H

Sales Organization Chart

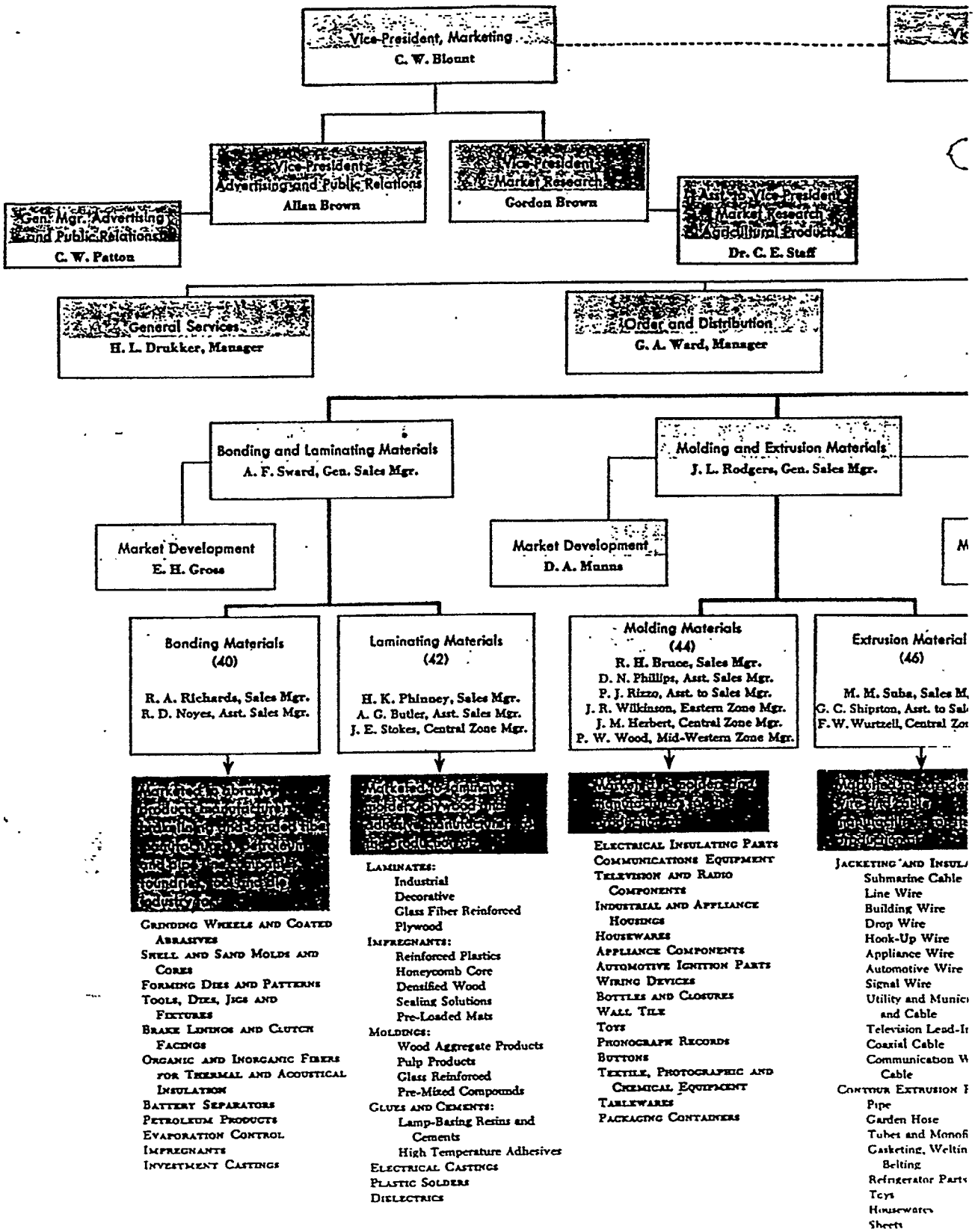
BAKELITE COMPANY

Division of UNION CARBIDE Corporation

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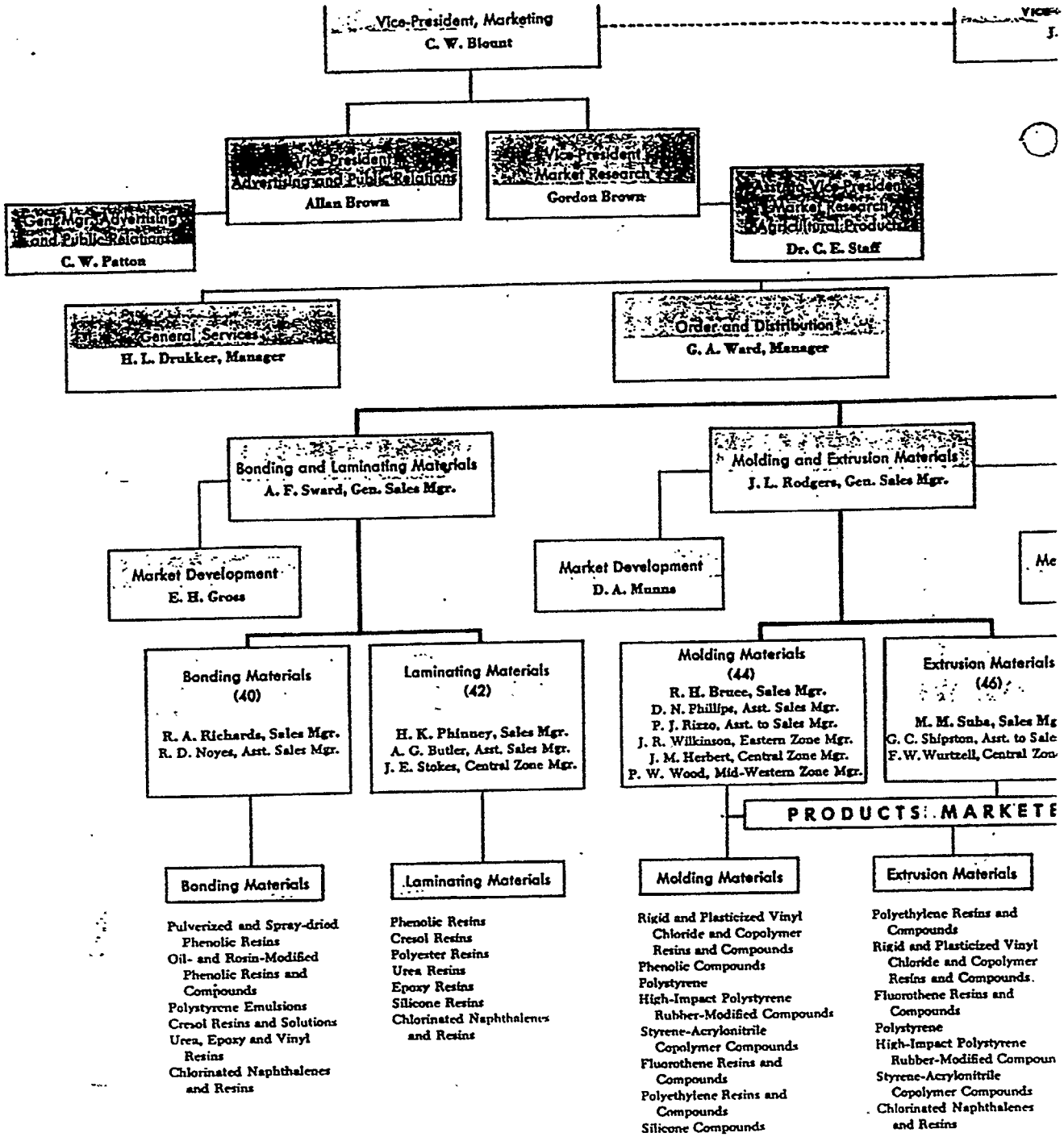


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* The fields of application listed here represent general market areas.

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Market Development & Special Materials
Harry Carlson

Asst. to Vice-President, Sales
Howard Smith

Personnel Administrator
A. E. Malbauer

Asst. to Vice-President, Sales
C. A. Norris

ng Manager
Price

Calendering Materials & Sheetings
J. B. Knowles, Gen. Sales Mgr.

Coating and Flexible Packaging Materials
T. W. Sharp, Gen. Sales Mgr.

Calendering Materials (50)

C. D. Schuman, Sales Mgr.
R. C. Schroeder, Asst. Sales Mgr.
O. J. Johnson, Asst. to Sales Mgr.



FLOOR COVERINGS:
- Vinyl-Asbestos
- Resilient
- Laminated

COATED FABRICS:
- Furniture Upholstery
- Automotive and Transportation Upholstery and Trim

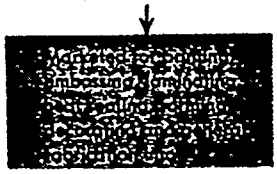
RIGID SHEETING:
- Vacuum-Formed Packages
- Corrosion-Resistant Tank Linings
- Duct Work
- Fume Hoods
- Novelties
- Christmas Ornaments
- Laminates

COATED PAPER AND FILM:
- Packaging Containers
- Pipe Wrap

PLASTICIZED FILM AND SHEETING:
- Toys
- Home Furnishings
- Clothing and Accessories

Sheetings (52)

J. W. McLaughlin, Sales Mgr.
L. D. Burnett, Jr., Asst. Sales Mgr.
W. L. Lowe, Asst. to Sales Mgr.
H. L. Burpo, Eastern Zone Mgr.
T. R. Orme, Mid-Western Zone Mgr.



WEARING APPAREL AND ACCESSORIES:
- Rainwear
- Sportswear
- Protective Clothing
- Handbags, Shoes

HOUSEHOLD PRODUCTS:
- Draperies, Window Shades
- Upholstery, Shower Curtains
- Tablecloths, Place Mats

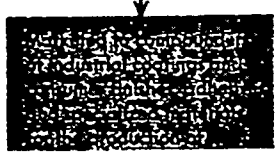
INFLATABLES:
- Swimming and Wading Pools
- Beach Accessories
- Mattresses, Toys

THREE-DIMENSIONAL PRODUCTS:
- Relief Maps, Novelties
- Doll Faces, Plaques
- Advertising Displays

SKIN PACKAGING CONTAINERS
SIGNS AND TAGS
BOOKBINDINGS AND COVERS
LAMP SHADES AND LIGHTING FIXTURES
REAR WINDOWS FOR CONVERTIBLES
TAPES
DRAFTING AND CALCULATING INSTRUMENTS
RECORDING DISKS
TEMPLETS
SPORTING EQUIPMENT
LUGGAGE
VACUUM-FORMED PACKAGES

Surface Coating Materials (54)

R. A. Calsibet, Sales Mgr.
R. L. Norum, Eastern Zone Mgr.
V. L. Larson, Mid-Western Zone Mgr.



COATINGS:
- Maintenance
- Architectural (Interior and Exterior)
- Strippable
- Traffic Markings
- Insulating Varnishes
- Paper Linings for Concrete Forms

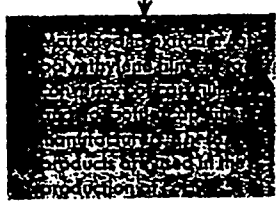
PRODUCT FINISHES:
- Metal Cans and Drums
- Paper Containers and Cups
- Caps, Closures and Collapsible Tubes
- Consumer Appliances
- Industrial Machinery
- Office Equipment and Furniture
- Apparel and Luggage

ORGANOSOLS AND PLASTISOLS:
- Toys, Dolls
- Rainboots
- Sponge and Foam Products
- Work Gloves
- Lamp Shades

ADHESIVES
PRINTING INKS
LIQUID SOLDER AND CAULKING COMPOUNDS
PACKAGING AND INDUSTRIAL FILMS

Flexible Packaging Materials (56)

J. R. Akers, Sales Mgr.



PACKAGING:
- Fresh Fruits
- Vegetables
- Frozen Foods
- Poultry
- Meat Products
- Candy and Nuts
- Textiles, Hardware
- Soaps and Cosmetics
- Rack-Items
- Horticultural Supplies

REFRIGERATOR AND FOOD LOCKER BAGS
CLOSURE LINERS
MOISTURE AND GAS BARRIER LAMINATES
DRUM LINERS

CONSTRUCTION APPLICATIONS:
- Temporary Weather Shields
- Drop Cloths
- Foundation Liners

AGRICULTURAL APPLICATIONS:
- Mulching Materials
- Greenhouse Insulating and Structural Materials
- Protective Plant Covers

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BAKELITE COMPANY

DIVISION OF UNION CARBIDE CORPORATION

UCC

30 EAST 42nd STREET, NEW YORK 17, N. Y.

Sales Offices

		Divisions *							
		40	42	44	46	50	52	54	56
ATLANTA 3, GA.	57 Forsyth St.							o	
BOSTON 94, MASS.	301 1st Ave., Needham Heights	o		o	o	o		o	
CHICAGO 1, ILL.	230 No. Michigan Avenue	o	o	o	o		o	o	o
CINCINNATI 6, OHIO	2330 Victory Parkway	o		o	o		o	o	o
CLEVELAND 14, OHIO	1300 Lakeside Avenue, N.E.	o	o	o	o			o	
CLIFTON, N. J.	1051 Bloomfield Avenue	o	o	o	o	o	o	o	o
DETROIT 21, MICH.	10421 West 7 Mile Road	o	o	o		o	o	o	
HARTFORD 3, CONN.	410 Asylum Street		o	o	o		o	o	
KANSAS CITY 6, MO.	910 Baltimore Avenue	o	o						
LARCHMONT, N. Y.	1877 Palmer Avenue			o	o		o	o	o
LOS ANGELES 58, CALIF.	2770 Leonis Boulevard	o	o	o	o	o	o	o	o
NEW YORK 17, N. Y.	30 East 42nd Street	o	o	o	o	o	o	o	o
PHILADELPHIA 3, PA.	117 South 17th Street	o		o	o			o	
PITTSBURGH 22, PA.	537 Smithfield Street			o					
ROCHESTER 4, N. Y.	130 Main Street, East		o	o					
ST. LOUIS 22, MO.	122 North Kirkwood Road			o				o	
SAN FRANCISCO 11, CALIF.	22 Battery Street							o	
WASHINGTON, D. C.	777 14th St. N.W.							o	

* KEY TO DIVISION SALES OFFICES: Note the number appearing in brackets on inside fold—e.g. (54)—following each Division. The circles designate where sales representatives for each Division are located.

August, 1957
J-538-H

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