



[Alvin W. Boese Papers.](#)

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Ribbon 1946
"MISTLON" 1947
1948
Material Shipped

Muston Sales
Ribbon under 3" only

3-11-48

24" rolls

1946

\$ 148,399.36

1947

\$ 149,893.14

1948

167,234.58

46,923.46

March 11, 1948

Overall Milk Sales in Branches 1947

Boston	\$ 1,449.00	
N. Y.	32,149.85	(about 17,000 in Penney, yet to order)
H. P.	989.51	
Phil	4,048.02	
Buffalo	38,257.13	
Cinc.	4,804.15	
Chicago	19,335.33	
Detroit	13,454.38	
St. Louis	94,470.53	35%
St. Paul	40,554.03	15.2%
Ha. & La. & Minn.	3,248.12	1.2%
San Francisco	9,389.39	3.5%
Los Angeles	887.96	.32%
Seattle	3,265.49	1.2%
Total	266,293.89	

1946

1947

1948

1949 Ribbon Mission Shipped 1946-1947-1948 (128 1000/rolls) March 10, 1949

Jan	19301	15,780	6610	29,143	78,582
Feb	12145		11519	17,326	
Mar	14,000	17,438	8649	31,913	
Apr		15,121	10766	16,233	
May		14,464	4171		
June		9047	32,773		
July	34,229	20188	36,013		
Aug	33205	41758	41169		
Sept	38,393	40532	94,996		
Oct	56,801	37625	70,237		
Nov	32,294	65323	60,349		
Dec	19,701	17934	25,192		

310,876

399,544

497,500

61000 1949
41000 1947
22000 1948

Mutton Shyments by 1/4 for '46+47

March 12, 1948

Dec Jan Feb	46-47%	Mar Apr May%	June July Aug.	Sept Oct Nov.
White	9231 17.6	7873 22.2	8010 17.4	15,896 19
Pastel Green	5373 9.8	3977 11	2818 6.5	5298 6.2
P Blue	7125 13.7	4580 14	5631 12.2	9245 10.9
P Pink	5284 9.7	5671 16.6	6510 14.1	5568 6.5
Yellow	4704 9.5	3698 11	3627 7.8	6495 7.6
Orchid	4540 9.2	3470 8.3	3086 6.5	4056 4.8
Red Red	5329 9.8	1897 5.5	2689 5.7	10290 12.1
Dk Green	2740 5	1170 2.8	1432 3	7452 8.8
D Blue	3372 6.5	772 2	6686 14.3	6560 7.7
Brown	2483 4.9	972 2.7	1996 4.1	4373 5.1
Purple	1368 2.5	1701 4.7	1241 2.6	2045 2.4
Red Green Silver		<u>788</u>	<u>2660</u> 5.7	<u>7328</u> 8.7
Total	51,549	36,569	46,386	84606
% approx	23.3	16.4	21	38.3 without flecks

	17%	12.1%	24.4%	46.5% with fleck
Silver White		6676	7636	14220
" Pink			4452	7028
" P Blue			3833	7444
" Red			3418	11002
" P Green			3480	8543
" D Blue			<u>2732</u>	<u>7418</u>
			27,551	56,255

white
P.H.

Total ~~shy~~ 302,916

Dk Colors silver fleck & solid combined

White		17646	30,116
Red	60% silver fleck	6107	21,892
Green	small shy	4912	15,995
Blue		9118	13978

March 12, 1948

Amount to ship based on 1948-47

+
1948-49

Out put 960,000

1st - 1/4

Mar. Apr. May

157,440 sq yds

2nd - 1/4

June July Aug

201,600

3rd - 1/4

Aug Sept Oct

374,000

4th - 1/4

Dec - Jan Feb 49

223,600

* Shift Output 148,500

181,500

214,500

207,900

* Based on 3300 sq yds per day for Apr + May

* No material for March to sell

Shucked 1947 24 inch 1 July
excluding Penney Order
Month

May	11
June	5
July	19
Aug. (Inc.)	8
Sept.	54
Oct.	63
Nov.	78
Dec.	5

243

1947 24 inch 1 fly
(including Remy order)

Month

Also

May

4

June

2

July

12

Aug. (Inc. 1)

11

Sept.

23

Oct.

25

Nov.

23

Dec.

2

102

Square Yards

6500
6000
5500
5000
4500
4000
3500
3000
2500
2000
1500
1000
500

Jan

Feb

Mar

Apr

May

June

July

Aug

Sept

Oct

Nov

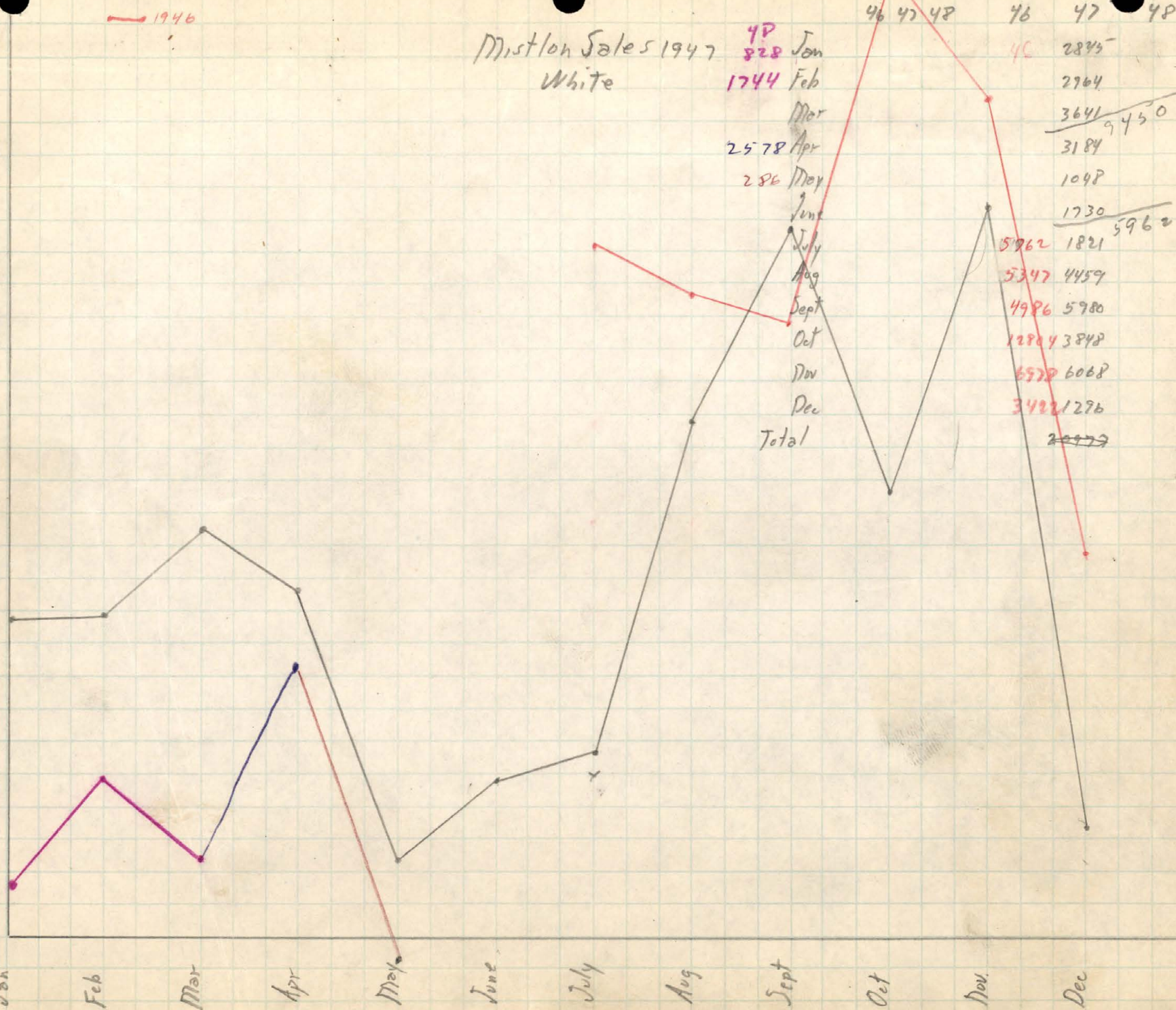
Dec

1946

Mistlon Sales 1947
White

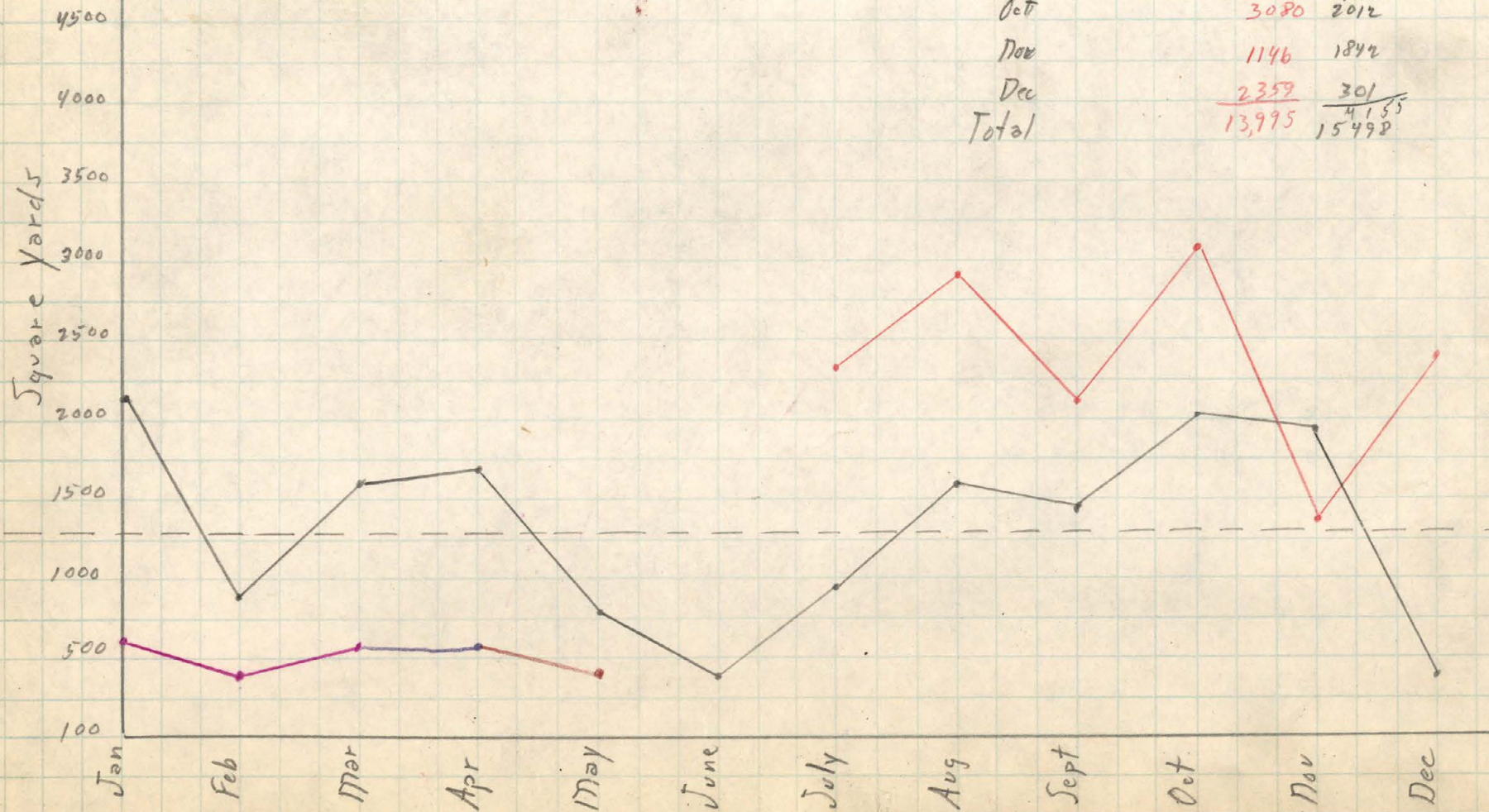
4P
828 Jan
1744 Feb
Mar
2578 Apr
286 May
June
July
Aug
Sept
Oct
Nov
Dec
Total

70
46 47 48
52 Yds
46 47 48
46 47 48
2845
2764
3641
9450
3184
1098
1730
5962
5962
5347 4459
4986 5980
12804 3848
6528 6068
3422 1276
20979



Mistlon Sales 1947 Pastel Green

—•— 1946
- - - 1948



	90	58. Yds
	46 47 48	46 47 48
Jan		2159 667
Feb		855 388
Mar		1528
Apr		<u>4592</u> 1636 521
May		763 380
June		400
July	2328	<u>2799</u> 861
Aug	2911	1557
Sept	2121	<u>1444</u> 3862
Oct	3080	2012
Nov	1146	1842
Dec	2359	<u>301</u> 4155
Total	13,995	15,498

Mistlon Sales 1947 ³⁴⁸ Jan Pastel Blue ⁴⁶⁹ Feb

70
46 47 48

58 yds
46 47 48

1948
1946

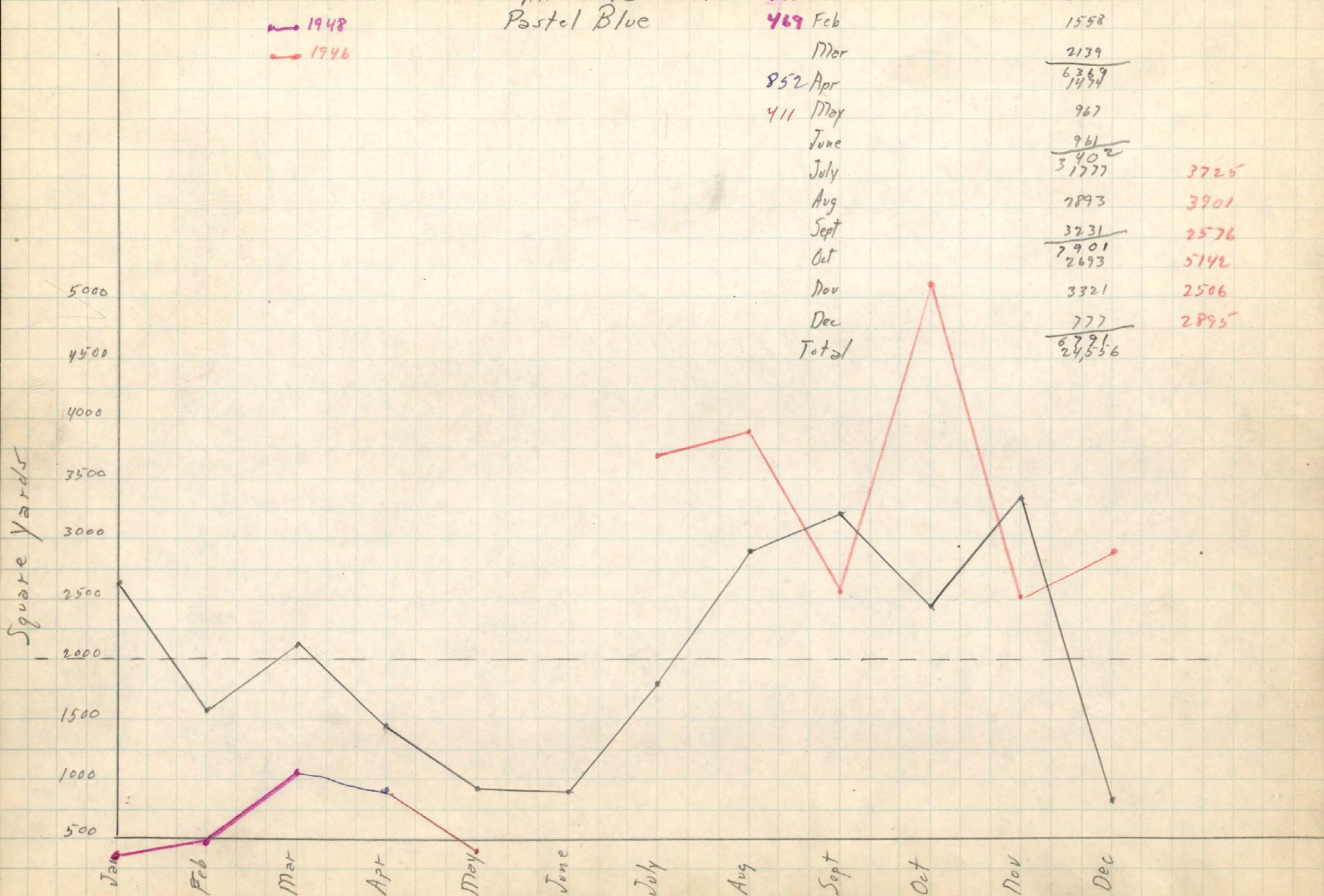
Mar
852 Apr
411 May
June
July
Aug
Sept
Oct
Nov
Dec
Total

2672	
1558	
2139	
<u>6369</u>	
1474	
967	
961	
<u>3402</u>	
31777	3725
7893	3901
3231	2576
<u>7901</u>	
2693	5142
3321	2506
777	2895
<u>6791</u>	
24556	

Square Yards

5000
4500
4000
3500
3000
2500
2000
1500
1000
500

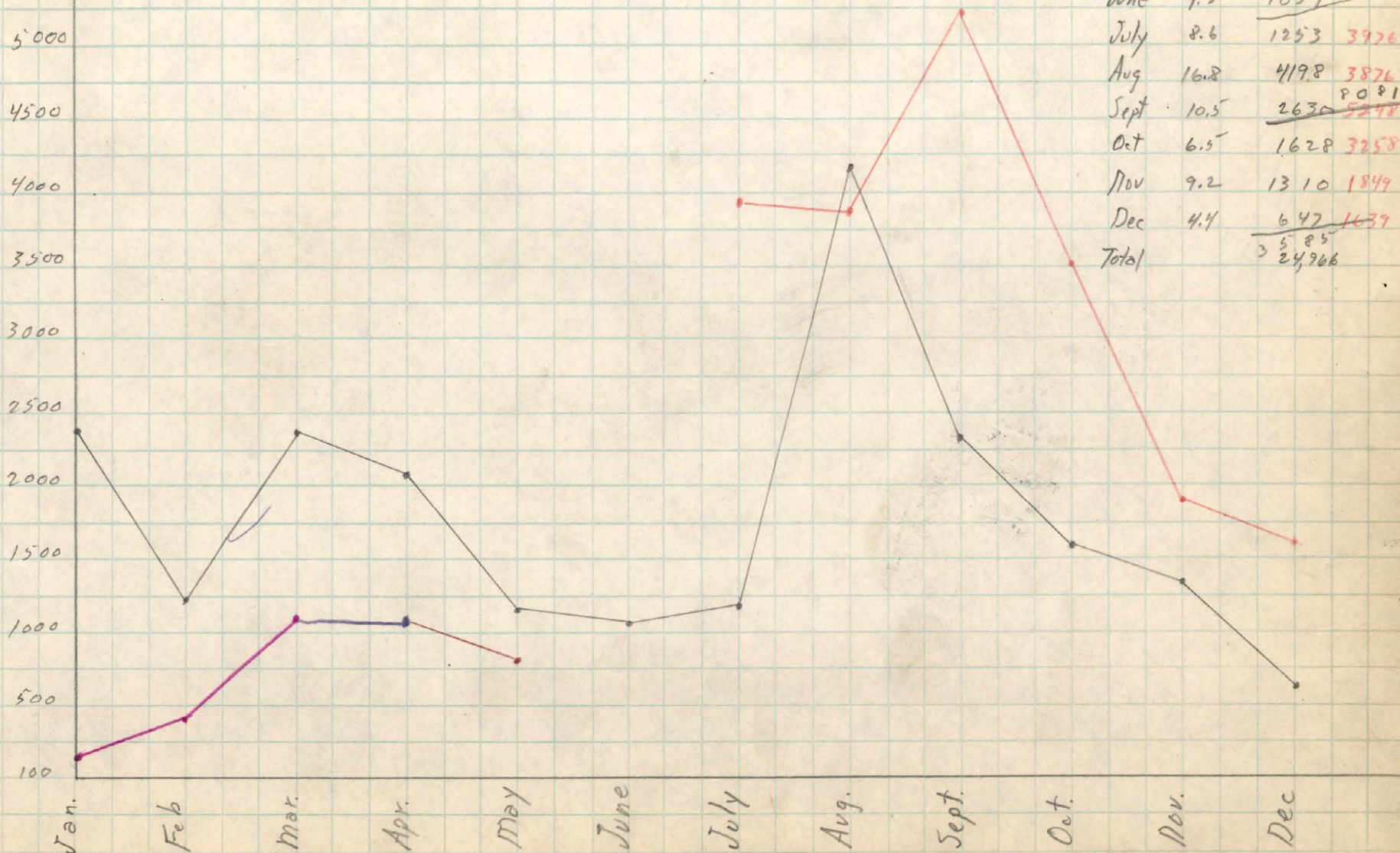
Jan Feb Mar Apr May June July Aug Sept Oct Nov Dec



Square Yards

5000
4500
4000
3500
3000
2500
2000
1500
1000
500
100

Jan. Feb. Mar. Apr. May June July Aug. Sept. Oct. Nov. Dec.



Mistlon Sales 1947
Color: Pastel Pink

1946	70	sq yds	1946
206	Jan	8.8	2398
376	Feb	5	1247
	Mar	8.8	2388
1021	Apr	7.9	2078
762	May	4.9	1205
	June	4.3	1059
	July	8.6	1253
	Aug	16.8	4198
	Sept	10.5	2630
	Oct	6.5	1628
	Nov	9.2	1310
	Dec	4.4	647
	Total		3585
			24966

1946

3876

8081

5248

3258

1849

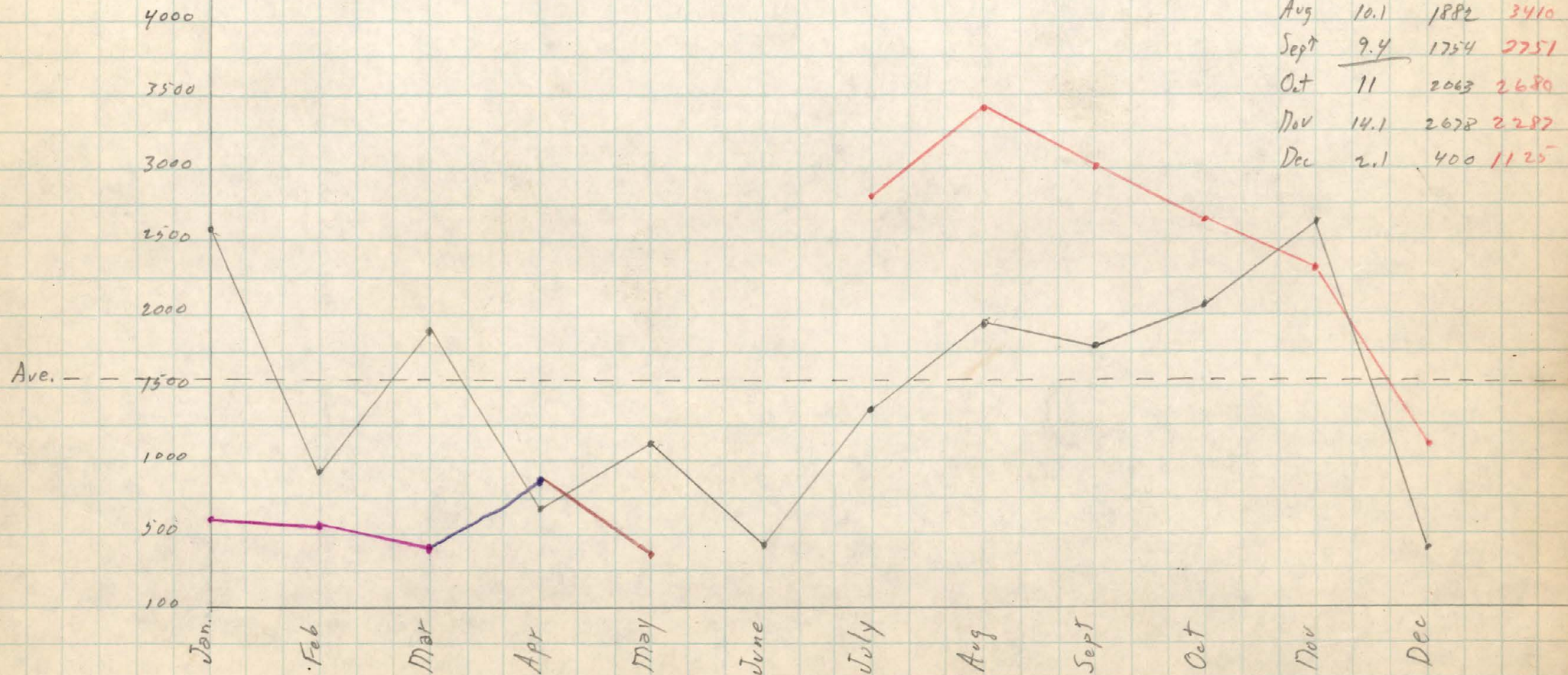
1637

Mistlon Sales 1947

Color: Yellow 1948

1946
1948

	Mo	Sg yds	1946
596	Jan	14.1	2644
549	Feb	5	935
	Mar	9.8	1805
856	Apr	3.8	713
317	May	6.3	1180
	June	2.1	401
	July	7.2	1344
	Aug	10.1	1882
	Sept	9.4	1754
	Oct	11	2063
	Nov	14.1	2678
	Dec	2.1	400



Mistlon Sales 1947 Orchid

	1946	1947
	70 Yds	70 Yds
Jan	121	2138
Feb	196	869
Mar	632	1179
Apr	739	1250
May	138	1041
June		551
July	2177	1412
Aug	3578	1123
Sept	1777	1316
Oct	3962	1272
Nov	1783	1463
Dec	1533	124
Total		13743

3500

3000

2500

2000

1500

1000

500

100

Jan

Feb

Mar

Apr

May

June

July

Aug

Sept

Oct

Nov

Dec

out

2864

3851

1842

4186

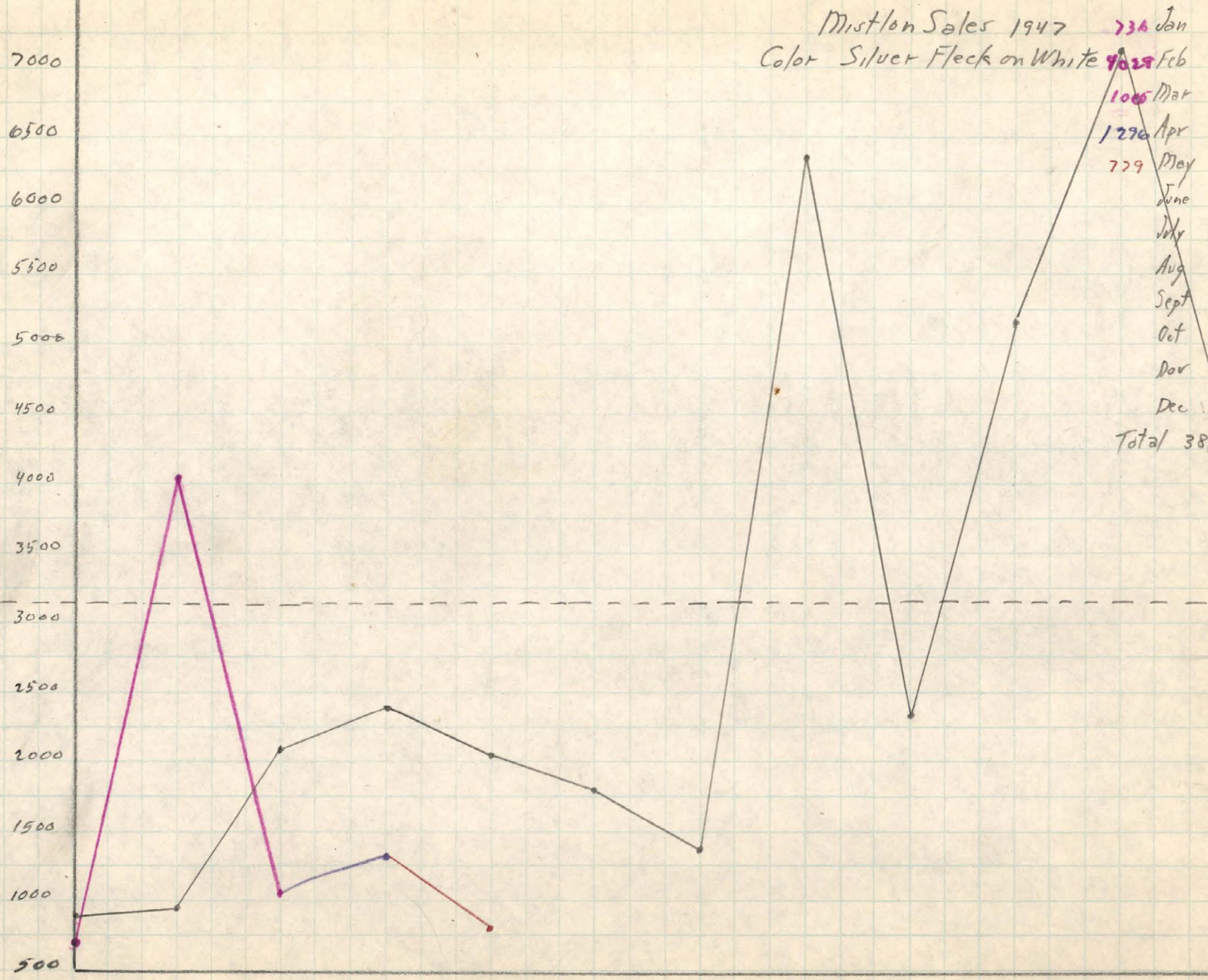
Mistlon Sales 1947
Color Silver Fleck on White

736	Jan	862
962	Feb	969
1065	Mar	2149
1276	Apr	2457
729	May	2070
	June	1780
	July	1435
	Aug	6421
	Sept	2388
	Oct	4698
	Nov	7134
	Dec	4110
Total 38,182		

Square Yards

7000
6500
6000
5500
5000
4500
4000
3500
3000
2500
2000
1500
1000
500

Jan Feb Mar Apr May June July Aug Sept Oct Nov Dec



Mistlon Sales 1947 212 Jan 70 58
 Pastel Blue - Silver Fleck 546 Feb

516 Mar

162 Apr .03 40

58 May 4.5 569

June 04 57

July 13.1 1672

Aug 16.4 2098

Sept 13.1 1684

Oct 10.8 1392

Nov 34.1 4368

Dec 2.9 374

Total 12772

Square Yards

5000

4500

4000

3500

3000

2500

2000

1500

1000

500

Jan

Feb

Mar

Apr

May

June

July

Aug

Sept

Oct

Nov

Dec

374

1946 1947
70 yds 70 yds

Mistlon Sales 1947
Silver Fleck on Pink — 4P

273 Jan

835 Feb

677 Mar

175 Apr

89 May

June

July

Aug

Sept

Oct

Nov

Dec

853

88

1397

2967

1742

2465

2716

673

13006

5000
4500
4000
Total

3500
3000
2500
2000
1500
1000
500
100

Jan

Feb

Mar

Apr

May

June

July

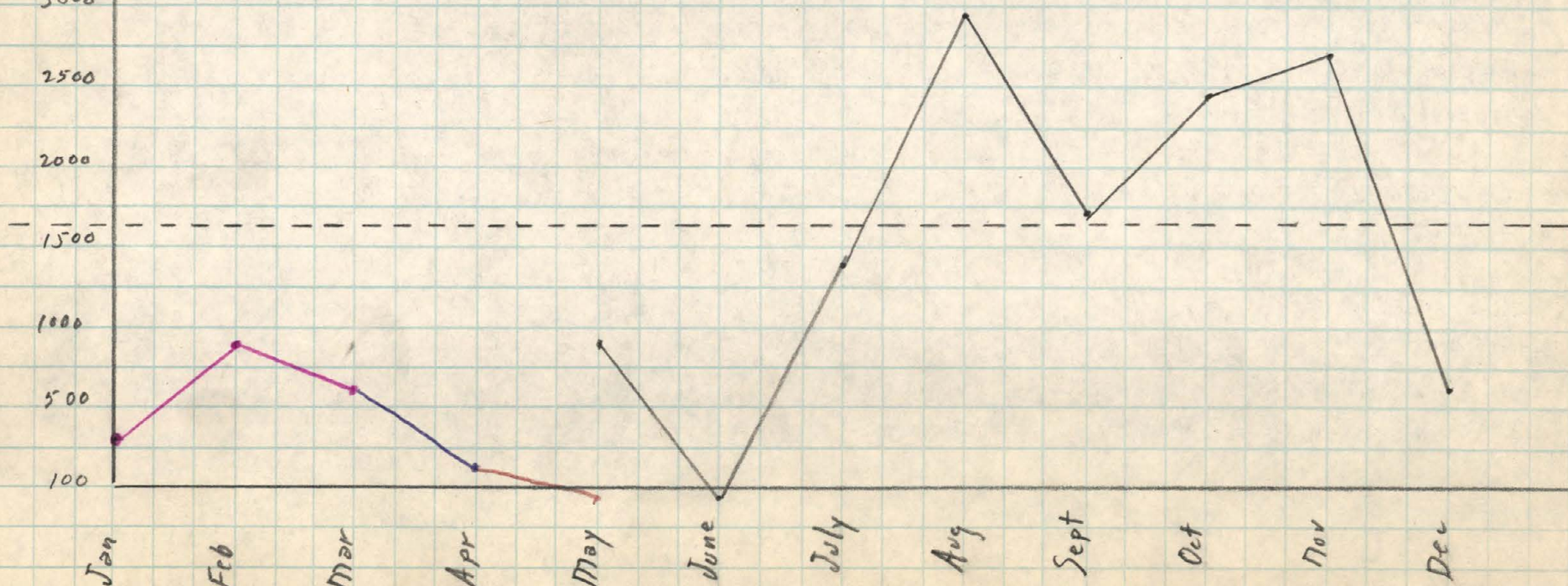
Aug

Sept

Oct

Nov

Dec





Mistlon Sales 1947 Dk. Green

Square Yards

7000

6500

6000

5500

5000

4500

4000

3500

3000

2500

2000

1500

1000

500

100

Jan.

Feb.

Mar

Apr

May

June

July

Aug

Sept

Oct

Nov

Dec

1946

1942

70

Sq Yds

46 47 48

46 47 48

Jan

Feb

Mar

Apr

May

June

July

Aug

Sept

Oct

Nov

Dec

Total

1223 447

25 82

550 43

220 211

400 77

150

577 820

705

1465

1014

4973

1078

12620

4441

2074

6983

7160

4837

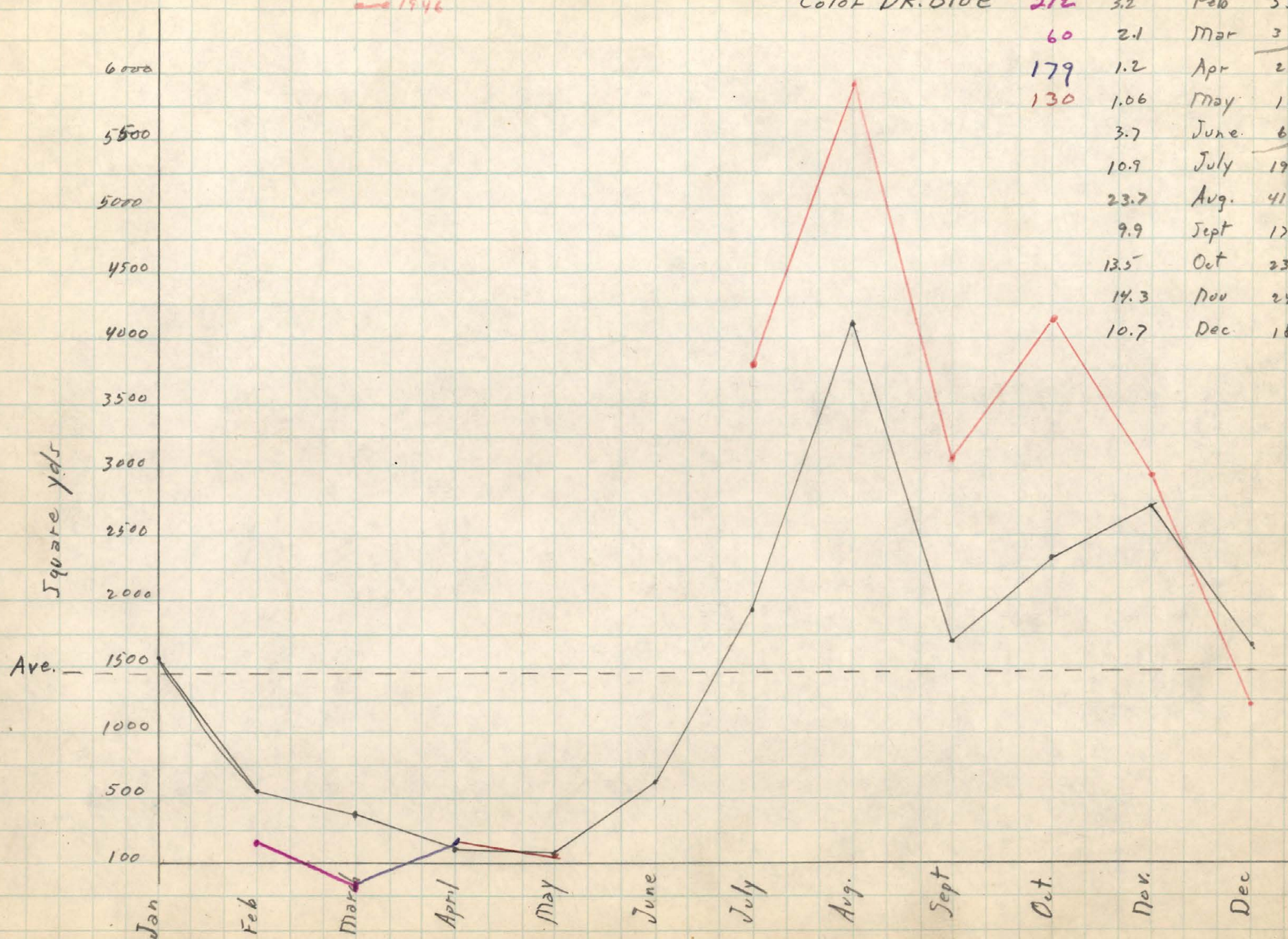
1492

Mistlon Sales 1947

Color Dk. Blue

approx
70 by month sq. yds. sales

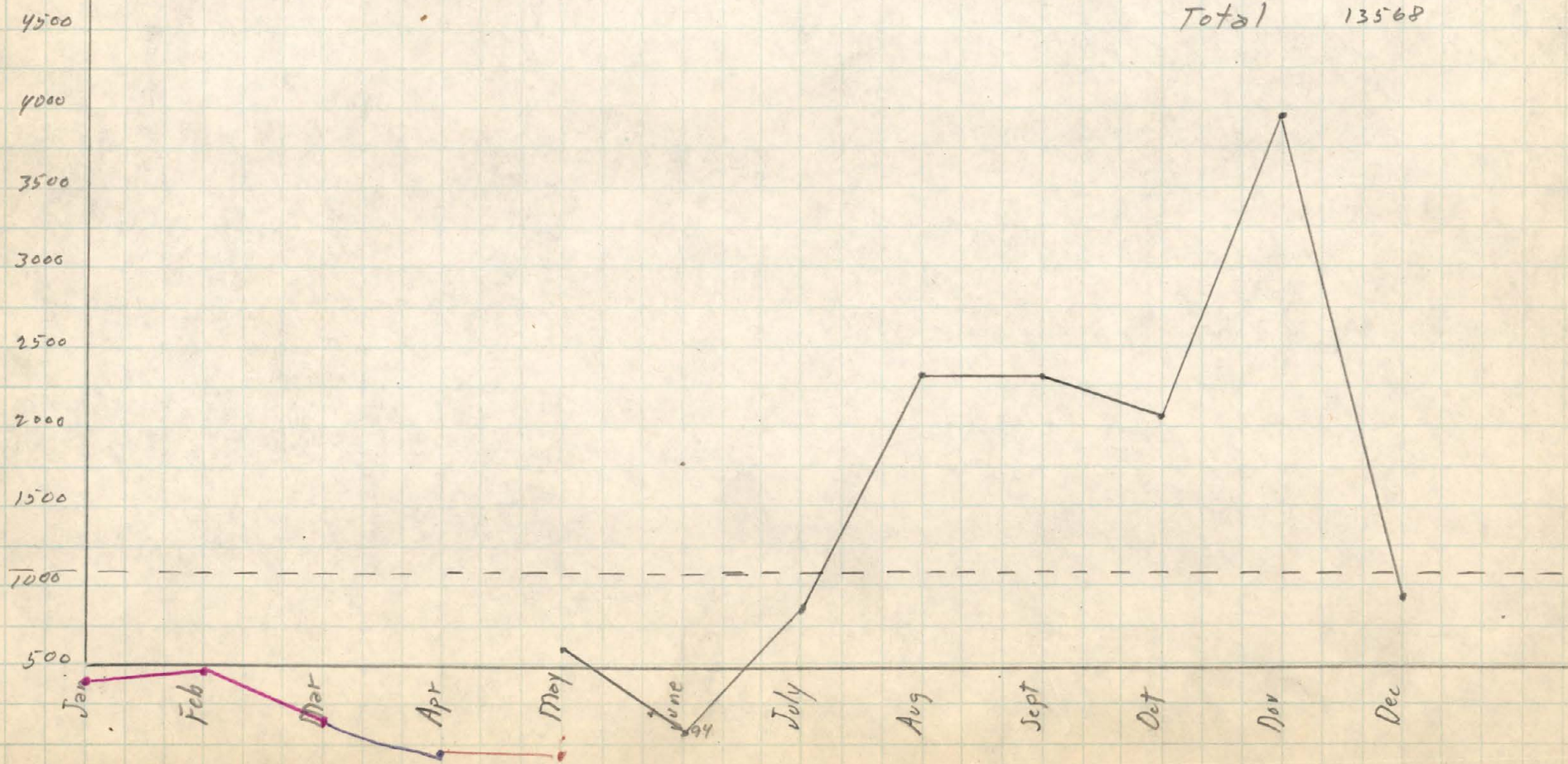
9%	Jan	1578
3.2	Feb	551
2.1	Mar	369
1.2	Apr	219
1.06	May	184
3.7	June	643
10.9	July	1907
23.7	Aug.	4134
9.9	Sept	1717
13.5	Oct	2351
14.3	Nov	2492
10.7	Dec	1866





Mistlon Sales 1947 306 Jan.
 Silver Fleck on Dk Green 403 Feb
 — 48 151 Mar

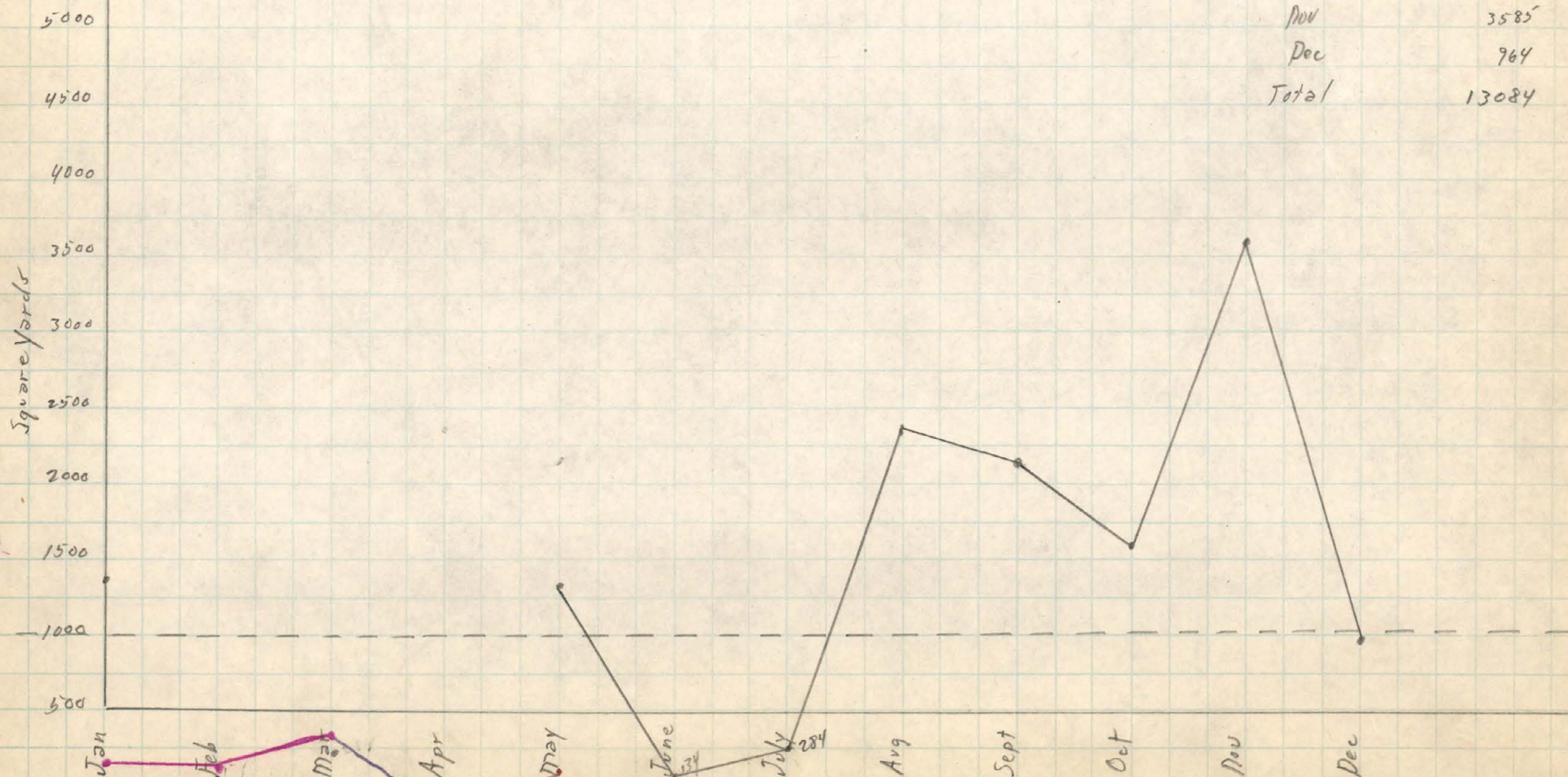
20	Apr	
7	May	596
	June	94
	July	835
	Aug	2551
	Sept	2502
	Oct	2073
	Nov	3968
	Dec	828
	Total	13568



Mistlon Sales 1947
 Color Silver Fleck on Dk. Blue
 48

90 58 1/5

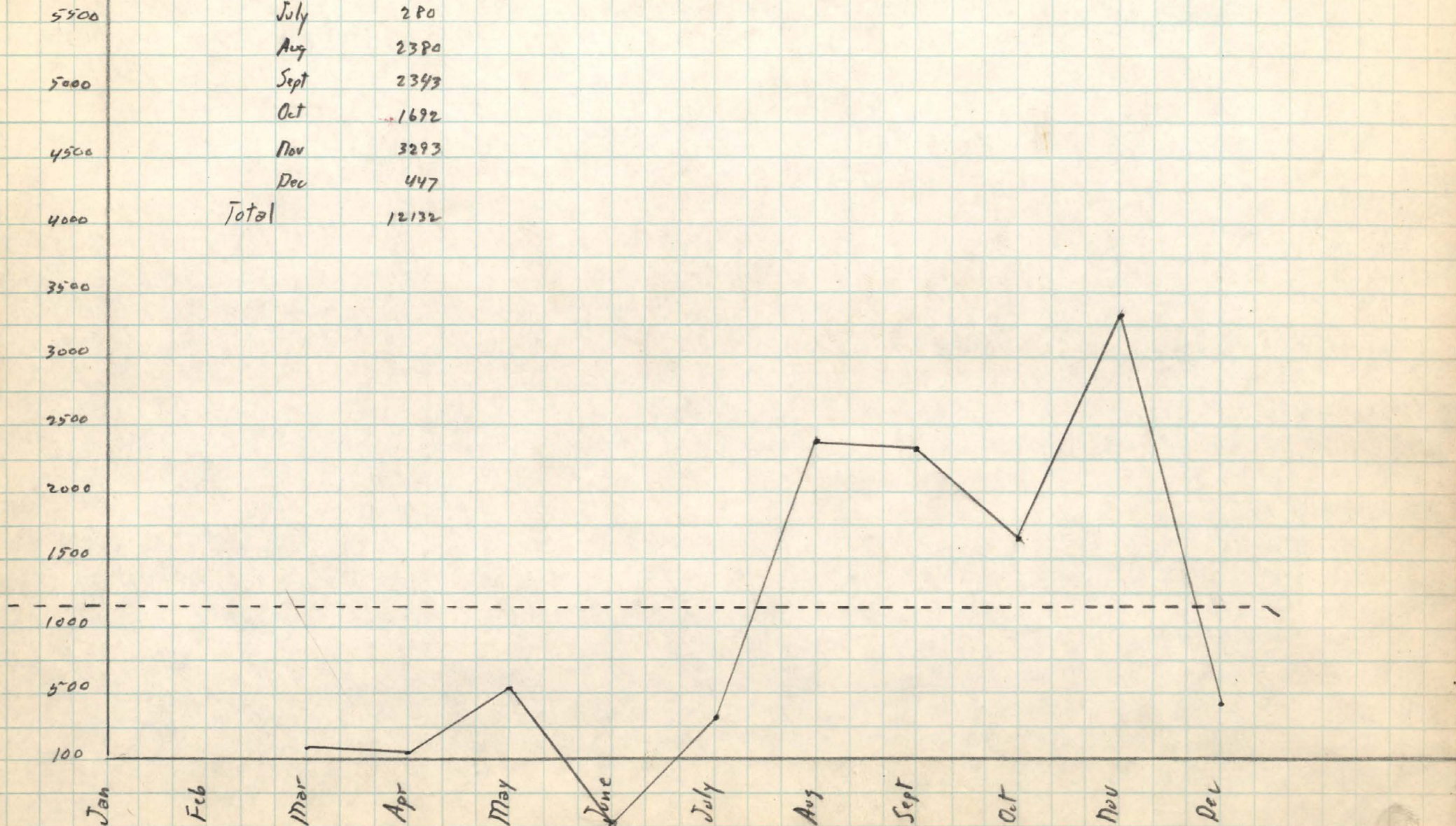
120	Jan	
87	Feb	
283	Mar	
3	Apr	
48	May	1302
	June	134
	July	284
	Aug	2314
	Sept	2212
	Oct	1621
	Nov	3585
	Dec	764
	Total	13084



7. Yds

Mission Sales 1947 Red, Green, Silver

Jan	
Feb	
Mar	139
Apr	110
May	509
June	
July	280
Aug	2380
Sept	2343
Oct	1692
Nov	3293
Dec	447
Total	12132

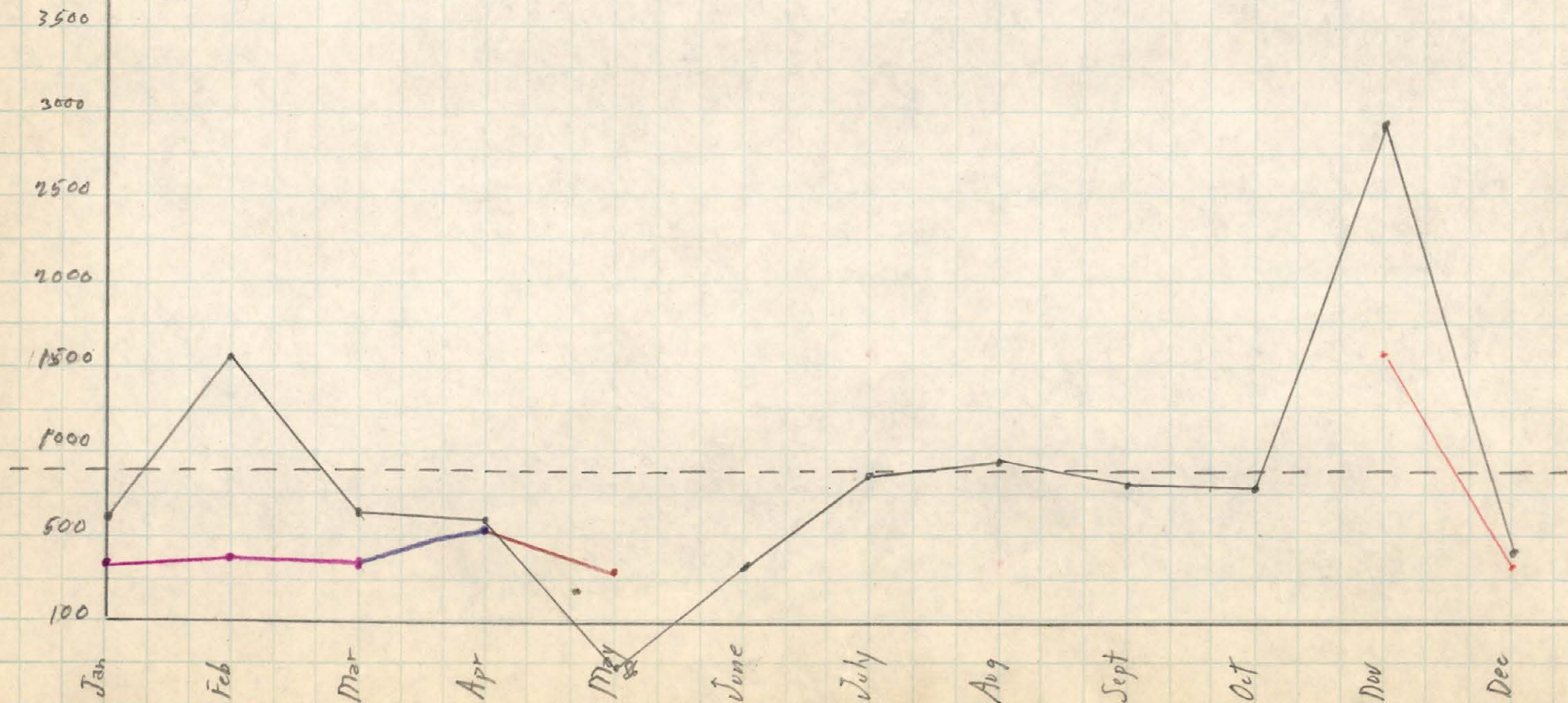


Mistlon Sales 1947
Brown

Jan 310
Feb 324
Mar 317
Apr 513
May 262
June
July
Aug
Sept
Oct
Nov
Dec
Total

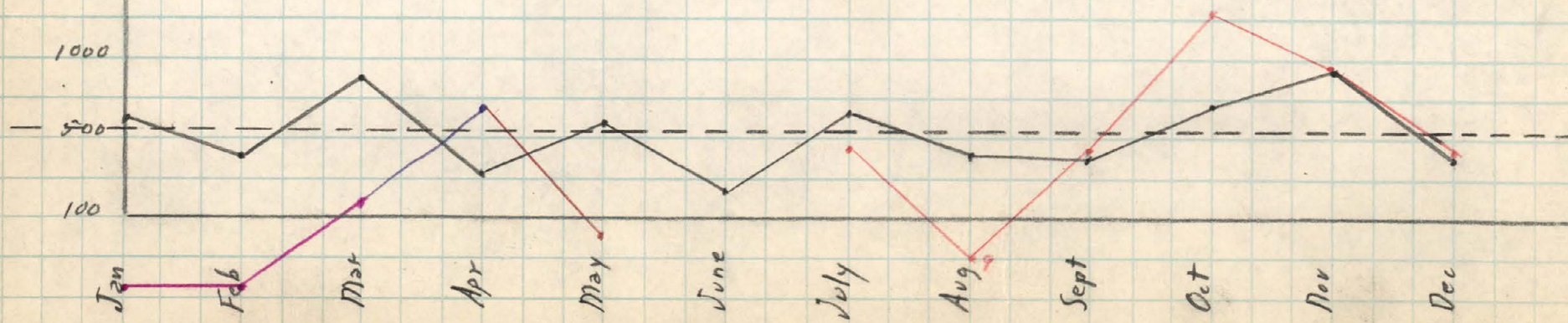
70 52
765
563
1527
456
622 2746
86
264 992
810
922
784 2576
776
2813
425 1570
4014 300
10236

Square Yards



Mistlon Sales 1947 Purple

	1946	1947
48	70	70
35	Jan	582
27	Feb	362
167	Mar	845
204	Apr	297
58	May	599
	June	186
	July	670
	Aug	385
	Sept	381
	Oct	740
	Nov	924
	Dec	342
	Total	6274



Wheatland Sold in 1947
(Ribbon)

<u>Salesman</u>	<u>\$ yds.</u>
Jones	43
Kingsley	2622
May	7036
Lager	11947
Adams	80
Addison Houston Texas	1684
Allen (Pa.)	23
Allen (Mich)	20
Anderson (N. D.)	253
Anderson (Minn)	69
Atwood	144
Bagley	181
Barrett (Mich)	377
Barrett (Calif)	487
Bastian	1
Bates	36
Bauer	46
Baigel	176
Balger	282
Brady	12
Brasseau	143
Brown	36
Burns	179
Butler	144
Bussell	7
Butts	52
Cameron	109
Carroll	15
Clark Penn.	830
Clemens	7
Clifford	16
Calson	97
Courtman	134
Cronin	9
Crowley	158
Curley	4
Dannenfelser	212
Davis (Va.)	43
Davis (N.C.)	44

<u>Salesman</u>		<u>4.</u>	<u>25.</u>
West Davis (Wash.)		49	
Decker		48	
Dickinson		218	
Downs		2	
Edberg		147	
Eichelle		31	
English		13	
Eymann		120	
Farlow		5	
Ferr		98	
Finch	Kirkwood Mo	996	—
Fransen	Frederick N.Y.	549	
Frigelle		8	
Gardiner		18	
Gillespie	Tulsa	661	—
Goodwell		24	
Gray		8	
Guth		27	
Kimburg	Much Lansing	901	—
Kause		22	
Howard		241	
Hull		8	
Johnson		64	
Johnston		6	
Jane		27	
Kurtz		228	
Kusanke		58	
Lambert	Land on Series	334	
Lander	E. Penn	476	
Leslie		20	
Low		120	
Mallon		4	
Maloney		82	
Mann		121	
Mc Alister		4	
Mc Carlin		113	
Mc Cloud	Glaumbus	201	
Mc Curdy		48	
Mc Hugh		104	
Mc Innis		36	
Mc Kellog		101	
Mc Mahon	Amarillo Texas	1178	—

<u>Salesman</u>	<u>Sq. yds</u> <u>1, 4</u>
M ^c Quaided	
Murphy	142
Monley	179
Morgan	58
Marcell	4
Muraski	24
Muth	226
Myers	78
Nice	18
Paul	114
Paynter	156
Peters	112
Peterson	231
Pike	8
Pollard	209
Pool	4833
Purkey	40
Revel	180
Richardson	4124
Rohr	242
Rouse	113
Saf	54
Scheurer	43
Schultz	348
Scully	78
Shuler	2
Smith (Mich.)	1486
Smith (Okla)	4195
Souder	63
Stackman	12
Stencer	12
Stadden	226
Styers <i>Denver</i>	464
Sullivan	88
Swain	2
Swan	55
Thomas	6
Thompson <i>River Forest Ill</i>	1138
Vontzgerber	17
Van Allen	116
Wiel	3
Wiggins	16

Salesman
Williams
Warden

Page 4

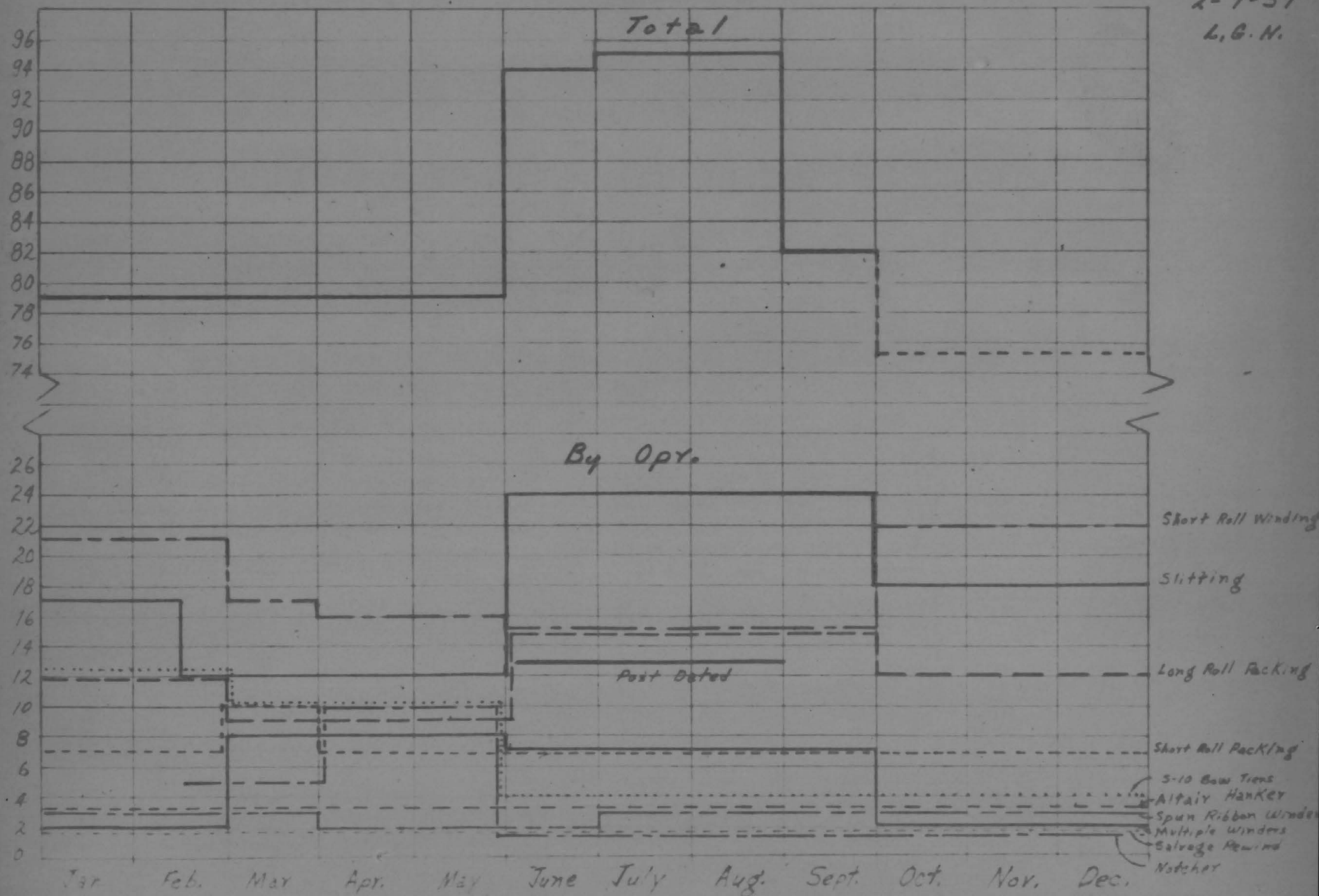
Ly. rps.
6
279

Est. Female Direct Labor Req. for 1957

Plan #2

2-7-57

L.G.H.



Est. Female Direct Labor

Reg. for 1957

FILE

Plan #2

SEC. L. N.

DATE 2-8-57

SHEET NO.

ANALYSIS FORM 1038A

- changes -

		Jan. 31	Feb. 18	Mar. 1	Apr. 1	June 1	July 1	Sept. 1	Oct. 1								
1																	
2	Short Roll W.	21	21	-4	17	-1	16	-1	15		15		15	+7	22		
3																	
4	Multiple W.	2	2	+6	8		8	-1	7		7		7	-5	2		
5																	
6	Short Roll P.	7	7	+3	10	-3	7		7		7		7		7		
7																	
8	Hanking	3	3		3		3		3		3		3		3		
9																	
10	S-10 Bow Tiers	12	12	-2	10		10	-6	4		4		4		4		
11																	
12	Notcher	-	+5	5		5	+5	10	-8	2		2		2		2	
13																	
14	Slitting	17	-5	12		12		12	+12	24		24		24	-6	18	
15																	
16	Long Roll P.	12		12	-3	9		9	+6	15		15		15	-3	12	
17																	
18	Spun Ribbon W.	3		3		3	-1	2		2	+1	3		3		3	
19																	
20	Salvage Rewind	2		2		2		2		2		2		2		2	
21																	
22																	
23	Post Dated	-		-		-		-	+13	13		13	-13	-		-	
24																	
25																	
26	Adjustments	-		0		0		0		+15		+1		-13		-7	
27																	
28																	
29	Total	79		79		79		79		94		95		82		*75	
30																	
31																	
32																	
33																	
34																	
35																	
36																	

* Will be adjusted to meet 1958 Plans.

ROUGH

Coment.
Aug 1st '99

Cardex Inv. as of 6/21/49	49,100
Slit stock at packing	9,827
Slit stock for 750 M deals	22,500
Drum Stock on hand	82,000
Material produced 6/21/49 - 7/11/47	10,000 est.
Production for July	50,000 est.
Aug.	<u>90,000 est.</u>

Material to be used for M deals	313,607
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202,500

Stock on hand Sept. 1	111,107
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Any sale after June 21 would be taken
out of the above stock

Production in Sept.	90,000 est.
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Oct.	90,000 est.
------	-------------

Nov.	<u>90,000 est.</u>
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Total stock on hand	381,107 sq. yds.
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Dec. 1

Minus all sales

from June 21

Comparison of Mission Sales Estimates

BOESE EST. 5/3/49			LARSON EST 6/20/49		LARSON EST 7/1/49		May
Total Period May - Aug	Aver Per Mo.		Total Period July - Sept	Aver Per Mo.	Total Period July - Sept	Aver Per Mo.	Act. Sales
"M" Deals 225000	56200		—	—	120000	40000	12000
Reg. Ribbon 200000	50000		108000	36000	56000	18600	12500
Total	106200			—		58600	24500

Cornet

Dye - Pastels

Dye - Dark

Prod. Cap.
One Shift

74000

70000

45000

(Net Sp.)
Yards

Prod. Cap.
Two Shifts

148000

140000

90000

Present
Oper. Sch.

3 Shift

Crews

GLR.
7/11/49

PLEASE
DELIVER TO:

A. W. Boese
Milton Sales
Main Office

FROM *M. Tonnes*
9th Floor Globe

SQ. YDS. of SATIN Finish MISTLON SOLD by MONTH by COLOR 1949-1950

[illegible]

PREPARED BY THE
STATISTICAL CONTROL & ANALYSIS DEPT.

May 16, 1950

1947 Mistlon Sales by color

% of color by quarter	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter	% of color in quarter	1st Quarter 1947	1st Quarter 1950	April 1947	April 1950	
White	24%	14.25%	32%	30%		20%	15.01	26.53	28%	
Red	21.71%	25.8%	24.83%	47.93%		9.16%	9.2	5.4	5.2	
Em. Green	14.15%	6.7%	21.8%	56%		3.8%	7.2	1.83	3.84	
Royal Blue	13.86%	5.82%	43%	37.26		5.3%	6.36	1.83	3.4	
Pastel Green	29.63%	18%	24.92%	27%		9.71%	9.9	13.63	9.1	
" Blue	25.80%	13.86%	32.15	27.61		13.47%	11.7	12.75	13.8	
" Pink	24.16%	17.4%	32.36	14.4		12.7%	12.5	17.25	15.4	
" Yellow	28.9	12.2	26.7	27.2		11.38%	10.6	5.2	7.6	
" Orchid	30.46	13.4	28%	20.85		8.85%	10	10.42	7.08	
" Brown	27%	9%	25%	39%		5.8%	6.81%	5.18	5.2	✓
Sq yds. (Total)						249				

Minnesota Mining & Manufacturing Company

INTER - OFFICE CORRESPONDENCE
SAINT PAUL, MINNESOTA

June 29, 1949

Subject: Colors to be standardized on
Mistlon Satin Finish Ribbon.

MR. A. W. BOESE:

Dear Al -

The following colors have been agreed upon as standard in the
new Mistlon Satin Finish Ribbon:

White	Pastel Pink
Red	Pastel Blue
Emerald Green	Pastel Green
Royal Blue	Pastel Yellow
Brown	Orchid
Better Times (Red)	Chartruse

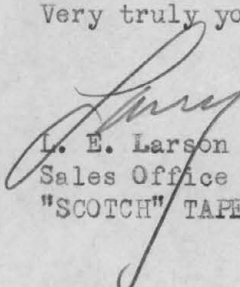
We would appreciate seeing samples of these colors just as
soon as possible.

Thank you very much.

Very truly yours,

LEL:mp

cc-Mr. C. E. Poole
Mr. A. H. Redpath


L. E. Larson
Sales Office Manager
"SCOTCH" TAPE Division

MINNESOTA MINING AND MANUFACTURING CO.

MISTLON SATIN FINISH RIBBON - 100 YARD AND 50 YARD ROLLS - ON 1" DIAMETER CORES

	LIST PRICES		*PACKING	
	PER ROLL	(PER SQ. YD.)	PER SHIPPING CARTON	NO. SQ. YARDS PER ROLL
3/8" x 100 yards (No. 2)	\$ 1.40	\$ 1.34	12 rolls	1.042 sq. yds.
5/8" x 100 yards (No. 3)	1.75	1.02	12 rolls	1.736 " "
7/8" x 100 yards (No. 5)	2.25	.926	12 rolls	2.430 " "
1-1/4" x 100 yards (No. 9)	3.00	.864	12 rolls	3.472 " "
2-7/8" x 50 yards (No. 40)	3.80	.952	6 rolls	3.992 " "
4-1/2" x 50 yards (No. 120)	5.65	.904	6 rolls	6.250 " "

	DISCOUNT	JOBBER MARGIN
CONSUMERS: (Incl. U. S. Gov't.)		
1 roll	Net	38.0%
12 rolls	10%	31.1%
36 rolls	20%	22.5%
144 rolls	30%	11.4%

JOBBER - FOR STOCK OR DROP SHIPMENT:

Less than 36 rolls	-	30%	-
36 rolls or more	-	38%	-

STANDARD COLORS

White	Pastel Pink
Red	Pastel Blue
Emerald Green	Pastel Green
Royal Blue	Pastel Yellow
Brown	Orchid
Better Times (Red)	Chartruse

NOTE: Packing: 12 rolls of a width and color to a shipping case on 3/8", 5/8", 7/8", and 1-1/4". 6 rolls of a width and color to a shipping case on 2-7/8" and 4-1/2".

Each roll protected by full cardboard side shields.

Broken Cartons will be shipped from St. Paul to jobbers stocks or on drop shipment at 30% discount on any quantity. Broken carton shipments may be made from jobbers stocks.

GENERAL PROCEDURE

ALL QUANTITY PRICES: Apply on single shipment only. Prices subject to change without notice.

INTERMEDIATE WIDTHS: None available at present

SPECIAL COLORS: Write St. Paul on each request.

ASSORTING PRIVILEGE: 100 yard rolls and 50 yard rolls in full carton quantities of a color and size may be assorted in any color or width to make quantity. No other assorting privileges.

EQUIVALENT PRIVILEGE: None.

POST DATING PRIVILEGE: None.

NO CONSIGNMENT SALES: All orders are final and not returnable in whole or part.

TRANSPORTATION CHARGES: F.O.B. shipping point, transportation charges prepaid via cheapest route.

SAINT PAUL, MINNESOTA

Printed July, 1949

Danny Page I.