

**Kodak**

# SALES NEWS

Published by the Marketing Division, Coburg.

~~CONFIDENTIAL~~

May/June, 1965

**1<sup>st</sup>**

in the Retina camera line...



## KODAK RETINA REFLEX IV

## SALES NEWS "GIANT DOUBLE ISSUE"

Giant double issues of periodicals are usually produced about Christmas time, or as a "gimmick" to sell advertising space. The reason, however, for our double issue is much more ordinary. The simple facts are that much of the copy for the May issue was held up and when the edition was ready for the press our Multi-lith operator went down with a bad case of gastric influenza.

When he returned to work he had to tackle the Kodak Price List, plus several other jobs of higher priority than Sales News. Rather than send out the May issue at the beginning of June we decided to combine it with the June issue.

in the finder and on top of the camera.

In addition lens aperture and shutter speed settings are visible in the finder. Two flash contacts are provided, one in the accessory shoe and a cable socket on the front of the camera. The counter automatically resets to the starting mark before number 36, on opening the camera back. There is a fold-out, pop-up, handle for rewinding the film.

In addition to the features listed the designers have incorporated the latest mechanical details to ensure a smooth-working, reliable camera. Despite these improvements and refinements we are pleased to advise that only a very slight price increase has been necessary.

As stocks of both models will be limited initially no general allocation will be made. Branches should there-

The Kodak Retina Reflex IV Camera, fitted with f/2.8 Xenar lens, is priced at £109.0.0 retail, including imported always-ready case. Fitted with f/1.9 Xenon lens £125.5.0, including imported always-ready case.

### INDOOR PICTURE-TAKING CAMPAIGN

It is planned to conduct a limited promotional campaign during the period May/June 1965 to encourage people to use their cameras and take flash pictures. The basis of the campaign will be a new set (No. 8) in the permanent window display series. The main showcard (17" x 14"), in full colour, shows a boy's birthday party with his family grouped around him while grandmother uses her Kodak Instamatic 100 Camera to record the event. Supporting the main showcard are three smaller cards bearing appropriate sales messages.

## RETINA REFLEX IV CAMERA

Our cover this month features the latest and finest in the range of Kodak Retina cameras. The Reflex IV is a development of a long line of precision-made Retina cameras from Stuttgart. It will be available fitted with Schneider lenses as standard, either a Xenar f/2.8, or a Xenon f/1.9.

The new camera has a number of improvements on the previous model; some of these are briefly mentioned here. The finder image is particularly bright because the Reflex IV has a new Fresnel lens behind the ground-glass screen. A new split-image rangefinder cuts the picture diagonally, making accurate focusing extremely simple. All indicators are outside the finder picture-area, yet are clearly visible in the finder. The exposure pointer is also visible in the finder and on top of the camera.

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fore order their requirements from Federal Distribution Centre against firm customer-orders only. Later, after additional shipments have been received, branches will be advised so that normal branch ordering procedure can be followed.

This is without doubt the finest Retina Reflex Camera yet produced, and its capabilities are further extended when it is used in conjunction with the Retina system of accessories and interchangeable lenses. These may all be used with the Reflex IV Camera.

Field representatives, when demonstrating the Reflex IV Camera, should specially mention that the camera is part of the Retina system of photography, and draw dealers' attention to the many accessories which are available.

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## INDOOR PICTURE-TAKING CAMPAIGN (Cont.)

In addition we have reprinted the "Flash Picture-taking Time" folder introduced last year. This folder gives useful tips for taking flash pictures and lists the range of Kodak Instamatic Cameras suitable for this purpose. Quantities of the display sets and the flash folder have been sent to all branches.

Although no Kodak national advertising is planned over the winter months, dealers can help to maintain interest in photography by building attractive window and indoor displays using the new materials together with Instamatic Cameras, Kodak films and flashbulbs.

Furthermore, dealers should be encouraged to suggest picture-taking ideas to their customers, run a direct-mail campaign, or advertise in their local newspapers. A section of the May issue of Kodak Dealer News has been devoted to the campaign in order to give support to our representatives.

Flash picture-taking is easier than ever before because of the "pop-up" flashholders built into the latest Kodak cameras. There should be fewer failures with flash pictures by reason of the new recommendation to use blue flashbulbs for all Kodak films. This recommendation will, when it becomes generally known and put into practice, help to avoid confusion in the minds of many people as to which flashbulb should be used.

Sales of flashbulbs are rising sharply. Dealers who promote flash picture-taking can be certain of increased sales of film, flashbulbs and photo-finishing which will boost profit over the quieter trading months ahead.

## DECIMAL POINTS - PART TWO

In his opening address to the Kodak Accountants Conference held at Coburg in March, Mr. J.C. Habersberger when referring to decimal currency, said - "... The change to decimal currency by Australia is an important event in our history. All of us are privileged to be living at this time and to be playing a part in this important change. The change can bring with it irritations and frustrations, certainly problems and plain hard work, but it also provides us with wonderful opportunities :

An opportunity to organise a major change efficiently.

An opportunity to show our customers and the public generally, by the manner in which the change-over is carried out, that our Company is prepared to respond with enthusiasm to the challenge inherent in such a major move.

If we do successfully implement the change, as we are determined to do, the Company's goodwill with our customers will be greatly enhanced.

We will also have the satisfaction of playing our part in a major financial change which in the long run will be of tremendous benefit not only to the Company but to the whole community".

As you know, the new monetary unit will be a DOLLAR and will be worth 10/- of our present currency. The official symbol of a dollar will be a capital "S" crossed by two vertical lines (\$\$) but it will be acceptable to use a capital "S" crossed by only a single vertical line (\$).

The dollar will be divided into 100 minor parts, each of which will be

## DECIMAL POINTS - PART TWO (Cont.)

known as a CENT. The symbol for cents will be a small "c" used in the same way as the "d" is at present for pence.

As a tenth of 100 cents is 10 cents, and a tenth of 10 shillings is one shilling, it follows that 10 cents equals one shilling, or alternatively one shilling equals 10 cents. The following table shows the relationship of whole shillings to cents:

1/-	=	10 cents
2/-	=	20 cents
3/-	=	30 cents
4/-	=	40 cents
5/-	=	50 cents
6/-	=	60 cents
7/-	=	70 cents
8/-	=	80 cents
9/-	=	90 cents
10/-	=	1 dollar

Now for the pence : As we have 10 cents to one shilling and 12 pence to one shilling, 12 pence must equal 10 cents. If you divide 10 cents into 12 pence you find that the cent is worth 1.2 pence, and so that with the exception of sixpence (which equals 5 cents) we do not have exact equivalents of our present pence.

The Decimal Currency Act 1963 includes the following table which is to be used for converting pence to cents :

1d	=	1 cent )	same number
2d	=	2 cents)	of units
3d	=	2 cents)	
4d	=	3 cents)	
5d	=	4 cents)	
6d	=	5 cents)	one unit less
7d	=	6 cents)	
8d	=	7 cents)	
9d	=	8 cents)	

10d	=	8 cents)	two units
11d	=	9 cents)	less

For those who are interested to work out the exact equivalents it will be found that where a small adjustment is made one way, such as for three-pence which has an exact equivalent of  $2\frac{1}{2}$  cents, there is a compensating adjustment the other way at the other end of the scale, i.e. ninepence has an exact equivalent of  $7\frac{1}{2}$  cents.

Remember these rules : The first two equal the same number of cents and the last two equal two cents less than the number of pence, and all the others are one cent less than the number of pence. Easy, isn't it ?.

## KODAK D-19b DEVELOPER

Certain photographic sensitized materials produced by Kodak Limited at Harrow, and sold by us in Australia, include processing instructions which specify Kodak D-19b Developer. For optimum results it is necessary that D-19b be used with these products rather than alternative developers.

Recently a university department wrote to Kodak Limited for supplies in the belief that this developer was not available in Australia.

In case there are others who are similarly misinformed we should like to emphasize that D-19b and its replenisher are packed at Burnley and are readily available from Federal Distribution Centre as follows :

Item No. 5009 Kodak Developer D-19b, tin to make 1 gal.  
Item No. 5124 Kodak Developer Replenisher D-19bR, 1 gal tin.

## X-RAY T.S.R.'S TRAINING COURSE

Our picture below shows X-ray Technical Sales Representatives from all over Australia and New Zealand who attended the training course conducted by the X-ray Sales Division at Coburg from March 22 to March 26 last. At the conclusion of the course the T.S.R.'s remained in Melbourne for another week to attend, and represent the Company, at the 16th Annual National Technical Conference of the Australasian Institute of Radiography, March 29 - April 3, 1965.

During their stay at Coburg they took part in an abridged X-Omat Training Programme which was originally designed for customers who were to attend the Automation Seminar, held at Coburg two weeks later.

Some of the subjects covered were :

The advantages of automatic processing

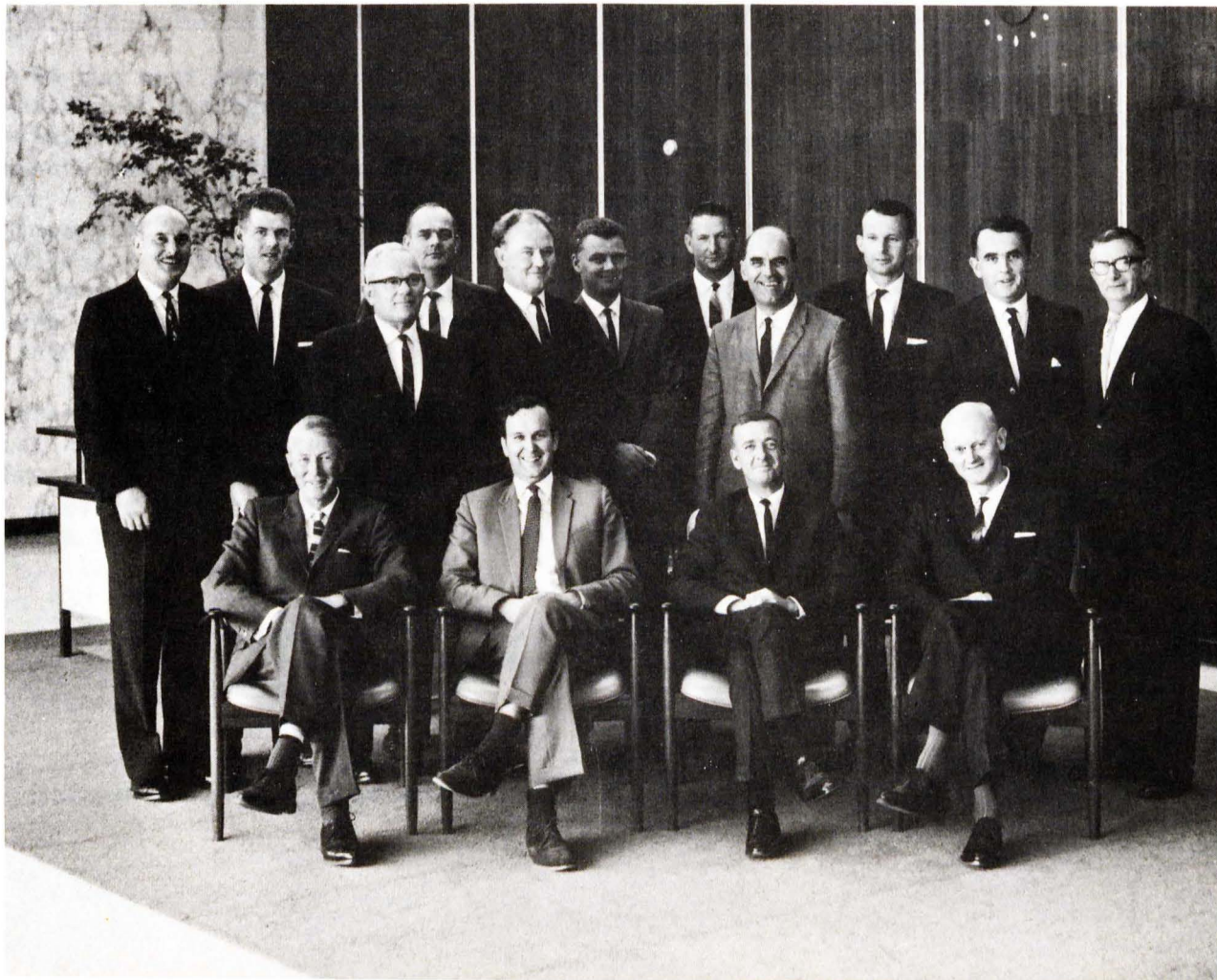
The operation of X-Omat Processors

Maintenance of X-Omat Processors

Kodak Service to X-Omat Processor owners

A whole day was taken up with a discussion of the techniques of selling and sales aids, and another was spent in a discussion of Kodak services to X-ray customers.

On the final day there was a very valuable discussion on our competitors' products and comparisons with their Kodak equivalents, followed by a talk on the future marketing plans for our



## X-RAY T.S.R.'S TRAINING COURSE (Cont.)

products in this ever-growing and important field.

During the week Mr. Edgar Rouse spoke to the group on the future plans of the Thomas Baker (Kodak), Alice Baker, Eleanor Shaw Benefaction and their effect in the field of radiology.

We feel sure that everyone who attended this course returned to their job with increased knowledge, renewed interest, and enthusiasm.

## SALES SERVICE COLUMN

We have had a number of new releases of technical literature, informational films and slide lectures during the last month; here are a few details :

### Recent Sales Service Publications

One of the best materials for the construction of photographic equipment is stainless steel. Apparatus and fitments made of stainless steel cost quite a lot of money and therefore it is important that they be kept in good condition. To help users do this we have produced a very useful leaflet, "Cleaning Stainless Steel Equipment" (2 pages, no charge).

Several magazine articles and editorial releases have mentioned Kodak Infra-red Film IR135 recently. We are pleased to say that this has given a boost to the sales of this film. Instructions are packed with each 135 magazine but spare copies entitled "Kodak Infra-red Film" (Iden. No. P-109 (Aust.) 2 pages, no charge), are available.

"How to Select Colour Slides for Making Kodachrome Prints, Enlargements

and Duplicates" (Iden. No. E-102 (Aust.) 2 pages, no charge) is a leaflet giving good advice to people wishing to have prints and duplicates made from their slides. It explains how colour, density, contrast, sharpness and cleanness all play a part in making a satisfactory reproduction.

Two other leaflets, whose titles are self-explanatory, are also available. They are "Projection Distances for Kodak Carousel Projectors" (Iden. No. S-41 (Aust.) 2 pages, and "Picture-taking through Binoculars" (Iden. No. C-28 (Aust.) 2 pages, both no charge.

Single copies of any of the above publications are available to any reader of Sales News. Just drop a note mentioning the title and identification number to Sales Service Division, Bldg. 8, Coburg. Branches can order larger quantities in the usual manner.

### Kodak Informational Films and Lectures

The New York World's Fair is such a great event that many people from Australia - as far away as we are - visited the fair last year. The fair is open again this year and Eastman Kodak once more has a large exhibit there. It certainly presents many picture-taking opportunities which are described in their 16mm Informational Film "Picture-taking at the Fair" and in their slide lecture "Focus on the Fair". If you have not been to the fair then try to see these shows - they are the next best thing.

### Kodak Lecture Service

By an arrangement with the Australian Photographic Society we make Kodachrome

## SALES SERVICE COLUMN (Cont.)

duplicates of about 50 of the best slides which are entered in some of the major photographic exhibitions in Australia each year. The sets of duplicates augment the other slide talks in the Kodak Lecture Service. We have recently issued two of these salon slide sets to Branches. They are the "Third Newcastle International Exhibition of Photography" and the "Twentieth Maitland Salon of Photography". They are available on loan without charge to any camera club registered with our lecture service.

### IMPROVED HIGH-SPEED EKTACHROME FILM

Batches of 135-size Kodak High-Speed Ektachrome Film now being supplied from Distribution Centre, Coburg are of the improved type recently announced by the Eastman Kodak Company. The improved Film is batch numbered from 364 onwards but it is not otherwise identified on the carton. The film speed, ASA 160 to daylight, and the processing procedure remain the same as in the superseded film.

The improvements in characteristics are:

- (a) Greater sharpness
- (b) Finer grain
- (c) Longer storage life
- (d) Better colour reproduction of reds, yellows and flesh tones
- (e) Permits forced development to a greater degree, allowing a one or two stop higher speed rating to be used
- (f) Improved reversal exposure characteristics

The improved film has colour reproduction similar to Kodak Ektachrome-X

Film. These improvements will also be incorporated in future batches of High-Speed Ektachrome Film size EH120.

Our representatives and sales staff should tell customers of the improved characteristics of this film and seek additional sales for this high-quality, high-speed film. Current prices are unchanged.

### KODAK INSTAMATIC 200 CAMERA

With the introduction of the new 200 model we shall soon have a further addition to our range of Instamatic Cameras. Manufactured by Kodak Limited, London, the new model is basically similar to the popular Instamatic 100 Camera with, however, several extra features. It is fitted with a Kodar f/7.1 lens in a mount taking 25.5mm attachments. Four aperture settings are provided, which can be changed by a simple "weather dial" system, using symbols instead of f/number aperture settings. A distance setting scale coupled with the variable aperture, gives precise exposure control when using the built-in pop-up flash-older. These features make the camera ideally suitable for those customers who wish to get the best results from colour film when using an economically priced camera with Kodapak cartridge loading.

There is a good market for an Instamatic Camera in the medium-price group and the Instamatic 200 helps to fill the gap in our present range. It retails for £8.17. 6, case extra.

Carrying cases are in production and will be available when the initial stock of cameras arrives. In keeping

## INSTAMATIC 200 CAMERA (Cont.)

with the improved features of the camera the cases are of a better quality than the present type supplied for the Instamatic 100 Camera, and this will necessitate a slight increase in price. As soon as details are known branches will be advised.

The introduction of a new model during the winter months is most opportune, giving representatives an excellent opening for more camera sales during a normally quiet period of the year. No hesitation should be made about soliciting advance orders as initial stocks will be sufficient for immediate requirements. We should emphasize that the Kodak Instamatic 200 Camera is an addition to, and does not in any way supersede or replace, any other model in our range of Instamatic Cameras.

## KODAK INSTAMATIC MOVIE SYSTEM

The Eastman Kodak Company recently announced in New York the introduction of Instamatic movie cameras, projectors and Super 8 Movie Film.

This is a revolutionary new system of cinematography, developed by Kodak after years of research. The new cameras bring to movies the same simplicity and ease of loading that has made the Instamatic still cameras the huge success they are wherever they are sold. The film is factory-loaded into disposable light-tight cartridges which are "single run" and completely foolproof; there is no "turning over" spools etc. which seems to confuse so many people with ordinary 8mm cameras.

Super 8 film has sprocket holes which are much smaller than conventional

8mm. This results in a much larger image-area and therefore better definition and illumination on the screen. The new film can be magnetically striped for sound movies and, due to the new sprocket hole arrangement, the sound-quality is better.

Three cameras were shown in New York, all are electrically operated from small batteries. One model is fitted with a zoom lens.

New projectors will be available, ranging from budget-priced models to a fully transistorized sound projector. All the silent projectors have an automatic threading feature. They operate at 18 frames per second.

It is expected that this remarkable new system of 8mm movies will be marketed in Australia late in 1965.

## CURRENT KODAK ADVERTISING

With the arrival of Winter, consumer advertising will be reduced to a minimum in all States except Queensland.

Television spots will continue in Queensland through the June to August period to promote Kodak Film and capitalize on the main tourist season.

One exception to the above plan is television advertising for Verifax products - this will continue on a limited scale through Winter months on selected capital-city stations.

During June and July, three new capital-city commercial television stations will go on the air - these are STW-9 Perth (June 12), SAS-10 Adelaide (July 1), TVQ-0 Brisbane (July 12).

## CURRENT KODAK ADVERTISING (Cont.)

As it is company practice to support new major stations (afterall, they are our customers for motion picture products) during their first week on the air, we have planned for a Kodak 60-second spot to appear during the peak viewing hours every night for the first week on all three stations. This type of advertising has the added advantage of reaching a very wide audience because research has revealed that curiosity and new-station novelty strongly influence viewers to tune into new stations.

In national magazines and newspaper photo-pages (where they are published) general consumer advertisements will still appear on a regular basis. Here are the details:

### Television:

Kodak Film - 10 sec. spots (Qld. only)  
Kodak Film and Instamatic cameras  
(new stations in Perth, Adelaide,  
and Brisbane)  
Verifax Cavalcade Copier - 30-sec.spots

### Newspapers:

8" x 2 col. advertisements for cameras and film in photo-pages and foreign-language press.

### Magazines:

#### Photographic:

Movie News - full page (June, July)  
Movie Maker - full page (June, July)  
Camera World - back cover (July)  
Aust. Photog. - back cover (July)

#### Fine Equipment (class magazines):

The Bulletin - two-thirds page (June)  
Reader's Digest - full page  
(June, July)  
Walkabout - full page colour (July)

#### Fine Equipment (sporting magazines):

Australian Outdoors - full page  
(June, July)  
Ski Australia - full page (June, July)  
Modern Motor - full page (June)  
Hoofs & Horns - full page (July)

#### Verifax Products:

Australian Financial Review -  
full page (June)  
The Australian 8" x 4 col. (July)  
Modern Office - full page (July)

#### Graphic Arts & Reproduction Products:

Newspaper News - third page (June)  
Plate Maker - full page (June)  
Printing and Graphic Arts - full  
page (June)  
Aust. Printer - full page (July)  
Printers News - third page (July)  
Australian Lithographer - f/page (July)

#### Motion Picture Products:

Broadcasting and Television -  
half page (July)

#### Pharmacy and Photo Trade:

Journal of Pharmacy - full page  
Federal Guild Contact - full page  
(both June, July)

#### X-ray and Medical Products:

Modern Medicine - f/page colour (June)  
Journal of College of Radiologists -  
two full pages (June)  
Radiographer - two full pages (June)

#### Professional Products:

I.A.P. Journal - full page (June)  
Industrial Photography - back  
cover (June)

#### Recordak Products:

Business Review - full page (June)  
Modern Office - half page (June)  
Australian Insurance and Banking  
Record - full page (June)  
Financial Review - third page (July)

## CURRENT KODAK ADVERTISING (Cont.)

### Recordak Products continued

Rydges Business Review - third page - (July)

Manufrs. Monthly - third page (July)

### Magnetic Tape:

Aust. Television - half page (June)

Electronics Australia - full page (June, July)

Popular Mechanics - full page (June)

Age T.V. Supplement - 8" x 2 cols. (June, July)

Atravue - full page insert (June)

Camera World - back cover (June)

Aust. Photography - back cover (June)

Broadcasting and Television - half page (July)

Proc. Inst. Radio and Elect.

Engineers - full page (July)

### Industrial Radiography Products:

Modern Foundry - full page (June)

### Audio Visual Products:

Rydges Business Jnl. - f/page (June)

### Miscellaneous:

Walkabout - 6" x 1 col. (June, July)

T.V. Times - 2" x 3" (June, July)

Popular Mechanics - full page (July)

## CORRECT BATTERIES FOR PHOTO-FLASH

Corrosion on battery contacts of flash equipment increases electrical resistance and often causes misfiring of flashbulbs. Most people take care to keep these contacts clean by rubbing them with a fine grade of emery cloth, or a nail file. The corrosion problem gets worse as batteries age.

There is, however, a situation that can produce corrosion even with new batteries. That's when MANGANESE-ALKALINE batteries are used in equipment with unplated brass or copper contacts such as in Brownie "Star"

series cameras. A chemical reaction can occur between the nickel-plated top of the battery, the brass or copper battery contact in the camera, and the atmosphere. In time corrosion appears, in the form of a black or green coating on the contacts, and flashbulb failure is likely. This corrosion however, does not appear when manganese-alkaline batteries are used in equipment with nickel-plated or stainless-steel contacts, such as is used in Kodak Instamatic Cameras.

Manganese-alkaline batteries have many superior characteristics, such as long shelf-life, long useful-life, and short recuperation-time. Their relatively higher price is therefore fully justified and they are recommended for use in all equipment which has nickel-plated or stainless-steel contacts. With other equipment having brass or copper contacts such as our "Star" series cameras, the old-type torch batteries, known as ZINC-CARBON, should be used.

## ROWI BOOK-STYLE SLIDE BOX

Advice has been received from the manufacturer that the Rowi No. 870 Book-style Slide Box has been discontinued. A new design has been introduced and a small shipment received at Federal Distribution Centre.

Basically the same as the previous model, the new slide box is covered with green plastic material on front and back covers. Inside, numbered plastic spacers with tapered tips ensure easy insertion of slides. The box has 120 spaces, each of which accommodates two slides in card mounts.

There is a slight increase in price; the new box sells for £3.12. 0 retail.

## FIFTY-TWO YEARS WITH KODAK



On May 31, last a rather unique event took place in the Amenities building at Coburg. About 150 people, members of the Film Finishing Division and other sections at Coburg, and many retired Kodak people got together at afternoon tea to farewell a fellow employee, Miss Margaret Lucy. It was unique in that she was retiring after 52 years service with Kodak. We think this is probably a record term of service for a woman in Australia.

Miss Lucy started work on March 24, 1913 at the age of 12 years and 10 months. At that time the Kodak Australian factory, taken over only a few years before from Baker and Rouse, employed only about 85 people. Miss Lucy started in the Paper Department where Mr. Heathfield was in charge and staff totalled 14 people.

She recalls that at that period the flaps of the paper packets were stuck down by applying, with a hand brush, a wet paste made from sago. Bundles of the packets of paper were then banded together and the bands sealed, with sealing wax. As open gas flames

were used for melting the sealing wax, fire regulations must have been much easier in those days !

Miss Lucy decided she should learn a trade so she transferred, about 1920, to the Developing and Printing Department, then under Mr. Alexander. One of the little anecdotes she remembers of this period is the "Bag Boy" from the Kodak Collins Street shop. He brought out and returned the bag containing the D & P, travelling by cable tram (at a steady 13 mph). A smartly turned-out character, apparently - he wore a uniform with a row of brass buttons down the front and the word "Kodak" suitably embroidered. The outfit was completed by a smart "pill-box" cap.

The Film Department, as it was then called, was Miss Lucy's next job where she worked on semi-automatic spooling machines and also tubing tropical-pack roll films in the lead-foil tubes then used. She spent the last few years in the Film Finishing Division. A calculation made by the Superintendent, Mr. E. Van De Velde, gives at least fifteen million as the number of roll films she would have handled.

Some idea of the regard in which Miss Lucy is held was shown by the congratulatory cable which she received from Dr. A.K. Chapman, Chairman of the Board of Directors, Eastman Kodak Company, the lunch tendered to her by our own Directors on May 31, and the array of gifts from her fellow workers at Coburg and elsewhere.

Our picture, above, shows Miss Lucy happily at work during the last few weeks of her long service with Kodak.

STOCK-KEEPER'S PAGE - MAY, 1965  
FILM PRODUCTS PACKAGED IN AUSTRALIA

<u>Name of Product</u>	<u>Code No.</u>	<u>Expiring Batch Numbers</u>				
		<u>31. 5.65</u>	<u>30. 6.65</u>	<u>31. 7.65</u>	<u>31. 8.65</u>	<u>30. 9.65</u>
<u>Graphic Arts:</u>						
KODAK COMMERCIAL FILM (ESTAR BASE)	2127	496	-	-	-	-
KODAK COMMERCIAL ORTHO FILM	6889	-	504	-	-	-
KODAK CONTRAST PROCESS ORTHO FILM	6881	-	-	-	-	526
KODAK SEPARATION NEGATIVE FILM, TYPE 1 (ESTAR THICK BASE)	2131	495	-	-	-	-
KODAK 33 POSITIVE FILM (ESTAR THICK BASE)	2134	500	510	-	-	-
KODAK TRANSPARENCY FILM	6882	-	-	-	-	-
KODALITH ORTHO FILM, TYPE 3	6556	-	503	517	-	525
KODALITH ORTHO FILM, TYPE 3 (ESTAR BASE)	2556	499	509	518	523	-
KODALITH ORTHO FILM, TYPE 3 (ESTAR THICK BASE)	4556	498	-	512	-	-
KODALITH PAN FILM (ESTAR BASE)	2568	-	-	-	-	-
KODALITH TRANSPARENT STRIPPING FILM, TYPE 3	6554	-	-	711	-	-
KODALITH ROYAL ORTHO FILM (ESTAR THICK BASE)	4569	-	-	515	-	-
STATFILE ORTHO FILM	6888	-	-	-	-	526
<u>Portrait and Professional:</u>						
KODAK PLUS-X PAN FILM	6147	-	-	-	068	-
KODAK ROYAL PAN FILM	6141	063	-	-	066	-
<u>Medical X-ray Screen Films:</u>						
KODAK BLUE BRAND MEDICAL X-RAY FILM	5521	1764	1773	1787	1804	1815
KODAK PHOTOFLURE ORTHO FILM	5885	-	-	3065	-	-
KODAK ROYAL BLUE MEDICAL X-RAY FILM	5522	1754	1778	1796	1805	1811
SCREEN FILM	-	3063	-	-	3066	-
<u>Medical X-ray No-Screen Film:</u>						
KODIREX X-RAY FILM	5890	-	1765	-	-	1809
<u>Industrial X-ray Films:</u>						
KODAK INDUSTRIAL FILM	5891	-	1765	-	-	1809

STOCK-KEEPER'S PAGE - JUNE, 1965

PAPER PRODUCTS PACKAGED IN AUSTRALIA

<u>NAME OF PRODUCT</u>	<u>SEQUENCE NUMBERS FOR BRANCH CLEARANCE</u>	
	<u>30. 6. 65</u>	<u>31.10. 65</u>
<u>Amateur Portrait &amp; Professional:</u>		
VELOX	90	94
KODABROMIDE	96	00
BROMESKO	96	00
<u>Documentary Papers:</u>		
KODAGRAPH AUTOPOSITIVE	99	03
KODAGRAPH CONTACT EXTRA THIN	90	94
KODAGRAPH FAST PROJECTION THIN	99	03
KODAGRAPH PROJECTION SOFT	99	03
KODAGRAPH PROJECTION THIN	99	03
LINAGRAPH 480	99	03
PHOTOCOPY NEGATIVE	99	03
PHOTOCOPY POSITIVE	99	03
PHOTOSTAT	99	03
VERIFAX MATRIX (Australian Packaging)	02	06
<u>Colour Papers:</u>		
EKTACOLOR TYPE 1583	02	05
EKTACOLOR PROFESSIONAL TYPE 1544	02	05

NOS. OF BATCHES TO BE WITHDRAWN FROM STOCK

May, 1965, and June, 1965.

<u>C<sub>22</sub></u> :	Colour Developer.	up to 63.
	Kit Numbers.	up to 100.
	Replenisher.	up to 78.

<u>P-122:</u>		
Colour Developer.	up to	89.
Kit Numbers (6-soln.)	up to	23.
and <u>ALL 7-Soln. Kits.</u>		
Replenisher.	up to	94.

<u>E2 &amp; E3:</u>		
First Developer.	up to	37.
Colour Developer.	up to	94.
Kit Numbers.	up to	38.
1st Replenisher.	up to	29.
Colour Replenisher.	up to	64.

Tri-Mask.

Developer.	up to 20.
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