

01/14/71

	TOTAL MONTH SALES POUNDS DOLLARS	Y-T-D POUNDS	SALES DOLLARS	TOTAL LAST YEAR SALES POUNDS DOLLARS	TOTAL YEAR GOAL LBS	CUST ID MAJR-GRD-GP
TOT PAR BENDIX CORP DETROIT MICH	208-	17,617	46,637	43,503 96,473	6,267	00045551
BERGLELECTRONICS N CUMBERLAND 1131 OS 124		65	1,300	54 989	AR 072154	00088811 00088811 6775-000-11
BERMITE DIVISION SAUGUS CA 1136 SANTOMAX M				75 394	AR 073338	10009499 10009499 7795-200-11
BETHLEHEM STEEL WILMINGTON DEL BETHLEHEM STEEL STEELTON PA 1130 PYDRAUL F-9 1130 PYDRAUL 312		17,700 50,000 67,700	6,353 12,906 19,259	35,400 12,265 50,000 50,000 35,400 12,265	AR 075050	00045578 00179035 4590-009-11 6760-312-11 00179035
TOTAL CUSTOMER						
BETHLEHEM STEEL CO BURNS HA IN 1134 PYDRAUL 312		20,000	5,076	40,000 9,288	AR 075050	00111481 140,000 6760-312-11
BETHLEHEM STEEL SPARROWS PT MD 1130 PYDRATEK 100 1130 TCP /MCS 389/				8,320 5,714 1,590 582 9,910 6,296	AR 075050	00171352 6770-000-11 8530-200-11 00171352
TOTAL CUSTOMER						
BETHLEHEM STEEL BETHLEHEM PA 1130 PYDRAUL 135 1130 PYDRAUL 150 1130 PYDRAUL 230	1,076 302	2,690	755	509 224	AR 075050	10009588 4592-135-11 4591-150-11 4597-230-11 10009588
TOTAL CUSTOMER	1,076 302	3,740	1,057	509 224		
BETHLEHEM STEEL CO LEBANON PA 1130 PYDRAUL F-9		1,180	440		AR 075050	00111503 4590-009-11
BETHLEHEM STEEL SEATTLE WA 1136 PYDRAUL 150 1136 PYDRAUL A 200	2,545 1,134	23,923 10,563 15,480 4,525 39,403 15,088	24,941 11,023 12,900 3,767 37,841 14,790	24,000 4591-150-11 12,000 4595-200-11 36,000 10009596	AR 075050	
TOTAL CUSTOMER	2,545 1,134					
TOT PAR BETHLEHEM STEEL WILMINGTON	3,621 1,436	132,023	40,920	123,660 42,863	226,000	00045578
BLACK AND DECKER TOMSON MD BLACK - DECKER LANCASTER PA 1130 PYDRAUL A 200		1,290	373	3,870 1,118	AR 080546	00045586 10009936 4595-200-11