

01/14/71

|                                   | TOTAL MONTH SALES<br>POUNDS | DOLLARS | Y-T-D<br>POUNDS | SALES<br>DOLLARS | TOTAL LAST YEAR SALES<br>POUNDS | DOLLARS   | TOTAL YEAR<br>GOAL LBS | CUST ID<br>MAJR-GRD-CP |
|-----------------------------------|-----------------------------|---------|-----------------|------------------|---------------------------------|-----------|------------------------|------------------------|
| GEN ELEC SCHENECTADY NY           |                             |         |                 |                  |                                 |           |                        | 10031850               |
| GEN ELEC SUPPLY PHIL PA           |                             |         |                 |                  |                                 |           | AR 283204              | 10032113               |
| 1637 INERTEEN PPO                 |                             |         |                 |                  | 674                             | 129       |                        | 1050-200-16            |
| 1637 TRANSFORM PYRANOL A13B3B     |                             |         | 4,050           | 814              | 3,600                           | 714       |                        | 1050-300-16            |
| TOTAL CUSTOMER                    |                             |         | 4,105           | 830              | 4,274                           | 843       |                        | 10032113               |
| GEN ELEC SUPPLY GRD PRAIRIE TX    |                             |         |                 |                  |                                 |           | AR 282785              | 00231460               |
| 1635 TRANSFORM PYRANOL A13B3B     |                             |         | 2,700           | 543              |                                 |           |                        | 1050-300-16            |
| GEN ELEC SUPPLY SPOKANE WA        |                             |         |                 |                  |                                 |           | AR 283205              | 10032121               |
| 1635 TRANSFORM PYRANOL A13B3B     | 6,750                       | 1,694   | 6,750           | 1,694            |                                 |           |                        | 1050-300-16            |
| GENERAL ELECTRIC SE MIDLAND TX    |                             |         |                 |                  |                                 |           | AR 282813              | 00185035               |
| 1635 INERTEEN 100-42              |                             |         | 4,200           | 792              |                                 |           |                        | 1050-215-16            |
| 1635 TRANSFORM PYRANOL A13B3B     |                             |         | 260             | 76               |                                 |           |                        | 1050-300-16            |
| TOTAL CUSTOMER                    |                             |         | 4,460           | 868              |                                 |           |                        | 00185035               |
| IGE EXPORT DIV GE-UNKNOWN         |                             |         |                 |                  |                                 |           | AR 983047              | 00084107               |
| TRANSFORM PYRANOL A13B3B          |                             |         | 2,690           | 446              | 7,810                           | 1,955     |                        | 1050-300-16            |
| IGE EXPORT DIV GE ASIA-UNKNOWN    |                             |         |                 |                  |                                 |           | AR 983047              | 00084115               |
| TRANSFORM PYRANOL A13B3B          |                             |         |                 |                  | 90,000                          | 17,865    |                        | 1050-300-16            |
| IGE EXPORT DIV GEN EL-NETHERLA    |                             |         |                 |                  |                                 |           | AR 983047              | 00172502               |
| TRANSFORM PYRANOL A13B3B          |                             |         |                 | 823              | 1,440                           | 330       |                        | 1050-300-16            |
| TOT PAR GEN ELEC SCHENECTADY NY   | 1,317,480                   | 205,643 | 13,130,585      | 1,958,005        | 11,287,368                      | 1,601,287 | 13,854,980             | 10031850               |
| GEN INSTRU DARLINGTON S C         |                             |         |                 |                  |                                 |           | AR 283793              | 10032393               |
| 1637 AROCLOR 1254                 |                             |         |                 |                  |                                 |           | 10,000                 | 1040-280-16            |
| GENERAL MOTORS PARENT NYC         |                             |         |                 |                  |                                 |           |                        | 00157279               |
| GM-FISHER BODY WILLOW SPRGS IL    |                             |         |                 |                  |                                 |           | AR 284151              | 00120480               |
| 1635 TRANSFORM PYRANOL A13B3B     |                             |         | 2,700           | 522              |                                 |           |                        | 1050-300-16            |
| GM-ALLISON INDIANAPOLIS IN        |                             |         |                 |                  |                                 |           | AR 284106              | 10032547               |
| 1637 INERTEEN PPO                 |                             |         |                 |                  | 3,370                           | 647       |                        | 1050-200-16            |
| GM-PONTIAC PONTIAC MI             |                             |         |                 |                  |                                 |           | AR 284190              | 10032962               |
| 1637 INERTEEN 70-30               |                             |         |                 |                  | 674                             | 129       | 600                    | 1050-210-16            |
| GM-CHEVY GREY IRON SAGINAW MI     |                             |         |                 |                  |                                 |           | AR 284119              | 10032571               |
| 1637 INERTEEN 70-30               |                             |         |                 |                  | 674                             | 129       |                        | 1050-210-16            |
| TOT PAR GENERAL MOTORS PARENT NYC |                             |         | 2,700           | 522              | 4,718                           | 905       | 600                    | 00157279               |