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B1131-A DIRECT =2 DOMESTIC MICC SPECIALI CHEMICALS FOR DI 1977 PAGE 38
12/31/77 SALES PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		INERTEEN 70-30															00360A		1050-210-16
16	P1	GEN ELEC SUPPLY SPOKANE WA				11.5								2.70		8.76			10032121
		PARENT CUST. TOT-GEN ELEC SCHNEC				406					9	82	57	13	45	200			10599474
16	P1	.GLENN-GIBSON BENICIA CA		.674															00348163
16	P1	.HELENA CORP HELENA AL		28.3															00308757
16	P1	.HEVI-DUTY ELEC GOLDSBORO NC		51.8															00087963
16	P1	.KUHLMAN ELEC CRYSTAL SPR MS		107															00127264
16	P1	KUHLMAN ELECTRIC LIBERTY TX		3.37															00365653
		PARENT CUST. TOT-KUHLMAN ELEC CR		110															00127264
		.MONSANTO SANTA CLARA CALIF																	00149020
		MONSANTO KEARNY NJ																	00148784
		PARENT CUST. TOT-MONSANTO COMP S																	00047147
16	P1	.NIAGARA TRANSORM BUFFALO NY	100	346	350	13.5	13.5												10057744
16	P1	.H K PORTER CO LYNCHBURG VA		22.9															00311065
16	P1	.RESEARCH COTTRL BOUND BROOK NJ		2.02															10067537
16	P1	.STD TRNSFRMER WARREN OH	100	346	600	119			99.1		20.2								10075319
16	P1	STANDARD TRANSFORMER MEDFRD OR	50.0	99.5	50.0	27.7		27.7											00216283
		PARENT CUST. TOT-TRANSCO GO CHIC	150	445	650	147		27.7	99.1		20.2								00090298
16	P1	.UNITED PWR & CTL KIRKLAND WA		6.74															00379247
16	P1	.R E UPTEGRAFF MFG SCOTTDALE PA		49.7															10085713
16	P1	.WESTINGHOUSE EL SCOTSBORO AL		15.5															00332380
16	P1	WESTINGHOUSE PHOENIX ARIZONA	50.0	6.74	200	1.35		1.35											10089387
16	P1	WESTINGHOUSE ELEC COMPTON CA				1.35		1.35											00145076
16	P1	WESTINGHOUSE EMERYVILLE CALIF		4.84		1.35				1.35									10089921
16	P1	WESTINGHSE ELEC SAN LEANDRO CA		.720															00378593
16	P1	WESTINGHOUSE-SUPPLY-WASHTON DC		.840															00304832
16	P1	WESTINGHOUSE PITTS-BALDWIN FL		2.02															00145203
16	P1	WESTINGHSE ELEC PENSACOLA FL		.674															00361364
16	P1	WESTINGHOUSE W ATL ATLANTA GA		6.07															00145157
16	P1	WESTINGHOUSE ELE SAVANNAH GA				13.5	13.5												00308692
16	P1	WESTINGHSE ENG CEDAR RAPIDS IA		.240															00360708
16	P1	WESTINGHSE ELEC DES MOINES IA		.120															00358789
16	P1	WESTINGHSE ELEC BELVEDERE IL				.674	.674												00387347
16	P1	WESTINGHOUSE CHICAGO ILLINOIS		17.5		14.8	6.07		.67		8.09								10089611
16	P1	WESTINGHSE ELEC OTTOWA ILL				.674		.674											00388629
16	P1	WESTINGHSE ELEC ROCKFORD IL		.674		2.02	1.35	.67											00380229
16	P1	WESTINGHOUSE ELEC SKOKIE IL				6.07	6.07												00387665

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