KELLY-MOORE MEMO

PLAINTIFF'S EXHIBIT
KM-226

TO DOUG MERRILL FROM JOHN BACIGALUPO DATE 1/29/81

SUBJECT PACO SALES 1960 THROUGH 1978 - OUTSIDE AND INTERCOMPANY

Attached is an updated listing of the Paco Outside and Intercompany Sales from each of our five Distribution Centers, plus Tulsa/Broken Arrow and Alameda/ Houston during the period from 1960 through 1978. This information has been obtained from the Operations Statements or Sales Journals.

After 1973, Paco was not shown as a separate sales classification. It was therefore necessary to research ledger controls from Denver, Ontario and Hurst to obtain a breakdown between Paco and Sundry sales. Jean Dumont did this, and the sales for the years which were missing on the form attached to my previous memo of 1/27/82 are now shown on the attached.

We do not think we were able to obtain an accurate breakout of Paco outside sales for the year 1974.

This should give you sufficient Paco sales information to reply and for future reference.

John Bacigalupo

JB:pm
Attachment

cc: Jean Dumont
William E. Moore

KMX 01902

KM-1177-20M

PACO SALES - OUTSIDE O/S & INTRA-COMPANY
FROM ALL FACTORIES - 1960 THRU 1978

Sales-Yr Outside & Intra Company		San Pablo	Hurst	Tulsa (Broken Arrow)	Houston (Alameda)	Denver	Kirk	Ont.
1960	O/S	?						
	I/C	•						
1961	O/S	?						
	I/C	•						
1962	O/S	767881 -						
	I/C	376197 -						
1963	O/S	625374 -						
	I/C	368242 -						
1964	O/S	508515 -						
	I/C	420257 -						
1965	O/S	497643 -						
	I/C	443670 -						
1966	O/S	322184 -						
	I/C	483882 -						
1967	O/S	433273 -						
	I/C	477757 -						
1968	O/S	615645 -		⊘	37425 -			
	I/C	618415 -			462395 -			
1969	O/S	585388 -		160777 -	18486 -		⊘	
	I/C	899657 -		27372 -	617877 -			
1970	O/S	355251 -	⊘	389658 -	8925 -	⊘	199,303	⊘
	I/C	1,213,424 -		185703 -	691284 -		13,026	
1971	O/S	423441 -	23091 -	751240 -	[illegible] -	146271 -	171,113	[illegible]
	I/C	1,590,590 -	2,219,142 -	259020 -	1,[illegible] -	198151 -	195,717	[illegible]

KMX 01903

Paco Sales - Outside O/S & Intra-Company
From All Factories - 1960 Thru 1978

Sales-Yr Outside & Intra-Company		San Carlos	Hurst	Tulsa (Broken Arrow)	Houston (Alameda)	Denver	Kirk	Ont.
1972	O/S	616,256 -	112,537 -	1,154,700 -	66 -	304,594 -	60,996	—
	I/C	1,144,436 -	2,538,910 -	308,269 -	1,196,005 -	513,576 -	175,236	471,105
1973	O/S	677,046 -	40,921 -	1,140,525 -	—	—	No Prod.	—
	I/C	936,407 -	2,332,311 -	287,277 -	1,096,351 -	695,157 -		674,736
1974	O/S	531,643 -	?	1,163,933 -	—	—		14,577
	I/C	996,746 -	2,825,831 -	234,409 -	702,518 -	556,480		650,044
1975	O/S	268,475 -	1,863 -	1,345,618 -	No Production	—		21,316
	I/C	1,222,640 -	2,040,462 -	50,508 -		306,779		52,347
1976	O/S	130,337 -	37,200 -	2,332,103 -		—		No Production
	I/C	1,248,038 -	2,002,157 -	82,452 -		88,815		
1977	O/S	129,279 -	—	3,641,811 -		No Production		
	I/C	1,634,300 -	3,233,728 -	121,447 -				
1978	O/S	185,995 -	26,142 -	3,858,667 -				
	I/C	1,301,110 -	3,575,878 -	119,734 -				
1979	O/S			Sold 12-30-78				
	I/C							
1980	O/S							
	I/C							
1981	O/S							
	I/C							
1982	O/C							
	I/C							

KMX 01904