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Goal	Actual	Action
		TURBINOL
1/31		Present alternate fluid to G.E. and Texas Eastern
2/28		Begin field trial alternate fluid at T.E.
6/30		T.E. transition to new fluid Turbinol 30E/50E literature Turbinol for bearings literature Price sheets
		PYDRAUL
1/7		Finalize reclamation program
1/30		Visit top accounts
1/31		Mail out customer notification
2/7		Selector I & II Factory Mutual approvals
2/15		Visit all accounts
2/15		- Aroclor 6037 replacement?
2/15		- Aroclor 5460 replacement?
2/21		Selector II informal price sheet
2/29		Selector II, lst literature
3/1		Application for approval at Bureau of Mines
3/1		Finalize advertising program
4/1		Formal price sheet, Selector I & II
4/1		Start warehousing new fluids
4/15		Stop stocking warehouses with PCT fluids
4/15		Start delivering new fluids
5/1		No old fluid accepted for credit after this date
5/1 3/1		Stop manufacturing PCT fluids
5/1 4/1		Consolidate PCT warehouse stocks
5/30		Sell last of PCT fluids
6/1		Bureau of Mines approval
6/30		Incinerate any remaining PCT fluids
2,3,4,5,6/1		Issue revised sales forecasts
		U. S. EXPORT
2/15		Write plan to withdraw all PCT fluid sales after 6/30/72 and convert to new products.

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