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 01/22/70

 ORGANIC DIVIS. I FUNCTIONAL FLUIDS
 PRODUCT/CUSTOMER SALES REPORT

FOR () 1969

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-IN THOUSANDS OF POUNDS AND DOLLARS-

Q	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. YTD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. ID. / MAJR. GRD.-GP.
		TRANSFORM INEATEEN PPO		1768		1969													1050-200-16
1637		WESTINGHOUSE HUNTI HOPEWELL VA		.390															00145181
1637		WESTINGHOUSE ELEC HOPEWELL VA		.260															10089190
1637		WESTINGHOUSE ROANO NARROWS VA		.674															00144959
1635		WESTINGHOUSE EL VANCOUVER WASH				.300	.300												00157821
1637		WESTINGHOUSE MILWAUKEE WI		1.41		5.46				3.4		3.4	16.9					2.0	10089948
1637		WESTINGHOUSE FAIRMONT W V		4.04		2.70								2.70					10089913
1530		WESTINGHOUSE HUNTINGTON W VA				4.04												4.04	10089662
		PARENT CUST. TOT-WESTINGHOUSE EL	203	306	203	97.0	1.0	24.9	7.8	6.1	3.8	6.1	15.5	2.7		27.6	7.6	11.5	00047740
1637		WESTMORELAND COAL OSACA VA				1.08			1.08										00176257
1637		WEYERHAEUSER SNOQUALMIE FLS WA				2.70						2.70							10090121
1637		WHEELING STEEL YORKVILLE OH		2.70															10090261
1637		WHEELING STEEL COR WHEELING WV		1.35															00145467
1637		WISCONSIN ELEC COOP LACROSS WI				.360			.360										00168556
1637		YOUNGSTOWN ELEC OH YOUNGSTO OH		.674															00146625
		TOTAL PRODUCT * * * * * LB	6706	5369	6606	3283	149	263	384	328	255	447	184	289	197	426	207	134	1050-200-16
		* * * * * \$	1006	884	991	557	27.8	45.1	65.9	54.9	45.1	74.5	31.3	46.8	33.7	70.1	35.9	22.4	
X		TRANSFORM PYRANOL A13838																	1050-300-16
		.CLAIM ACCOUNT		5.71															00156361
		.INVENTORY ADJUSTMENTS		.675		2.92	.81					.68			1.44				00197777
1637		.ACF TRANSFORMER SERV CO	2.00	.720	2.00	5.04	.72				2.88				1.44				10000459
1635		.ADVANCE ELFC ANAHEIM CALIF				1.35	1.35												00158011
1635		.ALASKA LUMBER & PULP SITKA AK				.260								.260					00212199
0609		.ALASKA R R ANCHORAGE AK		.260															00107565
1637		.ALLEN TRANSFORMER FT SMITH AR		5.45															00153680
1637		.ALLIED CHEM MORRISTOWN NJ		.065															10002494
1635		.ALTEC LANSING CORP ANAHEIM CA		.720		.325							.325						00108162
1637		.WESTERN ELFC CICERO ILL				1.44											1.44		10088755
1637		.AMERIC RECTIFI SO CHARLSTON SC				.675									.675				00215872
1637		.AMERICAN RECTIFIER BALTIMOR MD																	00109371
1637		.AMERICAN RECTIFIER WEST MIF PA																	00109401
1637		.AMER RECTIFIER COLLEGE PT NY		91.8		14.9		14.9											10004918
		PARENT CUST. TOT-AMER RECTIFIER		91.8		14.9		14.9											10004918
1637		.AMF THERMATOOL INC NEW ROCHELL		2.03															10000173
1635		.AMFAC INC SAN FRAN CA		1.44															10005140
1637		.ANACONDA WIRE HAST ON HUD NY				.675	.675												10005507
1637		.ANCHOR HOOKING GLASS SALEM NJ		1.08															10005566
1637		.ANCHOR HOC GLASS CONNELSVL PA		.720															10005582