

B1131-A DIRECT #2
01/12/72ORGANIC DIVISION SPECIALTY PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE 151

- IN THOUSANDS OF POUNDS AND DOLLARS -

M G R E P	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.
	PYDRAUL 312-A															01857A	6761-313-11	
1932	.TENN METALLURG CORP KIMBLE TN				4.00						2.00					2.00		00168122
1153	.PARAMOUNT DIE ST JOSEPH MICH				27.0			4.00	3.00	5.00	5.00			2.00	2.50	3.00	2.50	00148016
1138	.TIMKEN ROLLER BEAR CANTON OH				20.0					2.50	7.50					7.50	2.50	10080193
1839	.U S STEEL TORRANCE CALIFORNIA				11.0									4.00		4.00	3.00	00220965
1134	US STEEL CORP SOUTH CHICAGO IL				1.00											1.00		00210935
1134	US STEEL CORPORATION DULUTH MN				.500				.500									00210129
1134	UNITED STATES STEEL STEELTON MN				1.00				.500						.500			00143219
1131	U S STEEL GREENSBORO PA				18.0					3.0						15.0		10085381
1131	U S STEEL IRVINE PENNSYLVANIA				5.00				5.00									10085268
1839	US STEEL HORSE CANYON UTAH				11.0												11.0	00198161
	PARENT CUST. TOT-UNITED STATES S				47.5				6.0	3.0				4.0	.5	20.0	14.0	00047724
1131	.FEEDER ROOT INC ALTOONA PA				14.0				3.50	3.50				3.50	3.50			10086396
1134	.VIKING CHEMICAL CO ROCKFORD IL				.500				.500									10086809
1131	.WEINMAN PUMP & S PITTSBURGH PA				1.00						1.00							10088097
1138	.WESTINGHOUSE LIMA OHIO				42.0			3.0		3.0	3.0	3.0	15.0	10.0	5.0			10089700
1133	.WHITE RODGERS CO BATESVILLE AR				6.00										6.00			00266302
1839	.PEAT DIV-WHITTAKER NORWALK CA				27.0									9.50	3.00	3.50	4.50	00193089
1153	.WILL BROTHERS MFG DETROIT MI				.364									.180			.184	00261890
1133	.WILSON DIECASTING GRAIN VLY MO				1.00							1.00						00232041
1839	.WITHROW DIE CAST N HOLLYWOOD CA				15.0							2.50	5.00		2.50	5.00		00094013
	TOTAL PRODUCT * * * * * LB				4712		16	153	481	319	415	673	551	669	453	584	399	6761-313-11
	01857A * * * * * \$\$				1200		4	37	123	84	111	182	112	169	119	153	106	
	25 TOT MAJOR PYDRAUL 312A LB	14804	6211	8059	6641	714	601	553	628	336	435	695	571	672	453	584	399	
	\$\$	3387	1600	1844	1699	182	154	142	162	89	117	188	117	169	119	153	106	
	PYDRAUL 230															00583A	4597-230-11	
1836	.BATTELLE MEM INST RICHLAND WA	2.00	1.05	2.00														00150797
1230	.BETHLEHEM STEEL BETHLEHEM PA		1.05		7.35	1.05	2.10	2.10	2.10									10009588
1134	.CALUMET STEEL CHIC HTS IL	15.0	22.6	15.0	6.30		5.25				1.05							10013194
1270	.CLIQUEOT CLUB CO MILLIS MA		.575															00236292
1932	.CUSTOM BEVOCAN CHARLOTTE NC				1.05			.525	.525									00255408
1131	.UNIVERSAL CYCLOPS ST TITUSV PA	10.0	13.1	10.0														00228656
1974	.FAN STEEL INC MUSKOGEE OKLA	3.00																00179574
1976	.FLORIDA STEEL INDIANTOWN FL		10.0		10.5			10.5										00227889
1230	.W R GRACE MARCO CHEM FORDS NJ				10.5		10.5											10035066
1230	.HERCULES INC RADFORD VA		1.05		1.05						1.05							00123919
1134	.KELSEY HAYES CO ROCKFORD IL	185	137	185	42.0	21.0		21.0										10043751
1134	.J&L STEEL HENNEPIN IL	90.0		2.00														00239771
1133	.MID-AM CANNING MADISONVILLE KY		.525															00245771
1839	.RICH MFG CO CORONA CALIF																	00161330