GENERAL ELECTRIC

PLASTICS SALES DEPARTMENT

ONE PLASTICS AVENUE
PITTSFIELD, MASS. 01201

July 8, 1975

DIAL COMM
8°236 -4840

cc: Genal Sales
Tech Service
GW Robbins

Messrs. FR Bowers
FT Florentine
RJ Hartl
OC Murphy

UCC REPLACEMENT - UPDATE

- Total Closes 23
- Annual Volume 10,260M lbs.
- YTD Orders 1,360M lbs.
- YTD Shipments through 6/30/75 638M lbs.

SUPER! --- FANTASTIC! --- CONGRATULATIONS!

Our objective was 3MM lbs. by the end of the second quarter and 6MM lbs. by the end of the third quarter with a stretch goal of 9MM lbs. by the end of September.

As you can see from the above, you have exceeded your goal.

SUPER JOB!

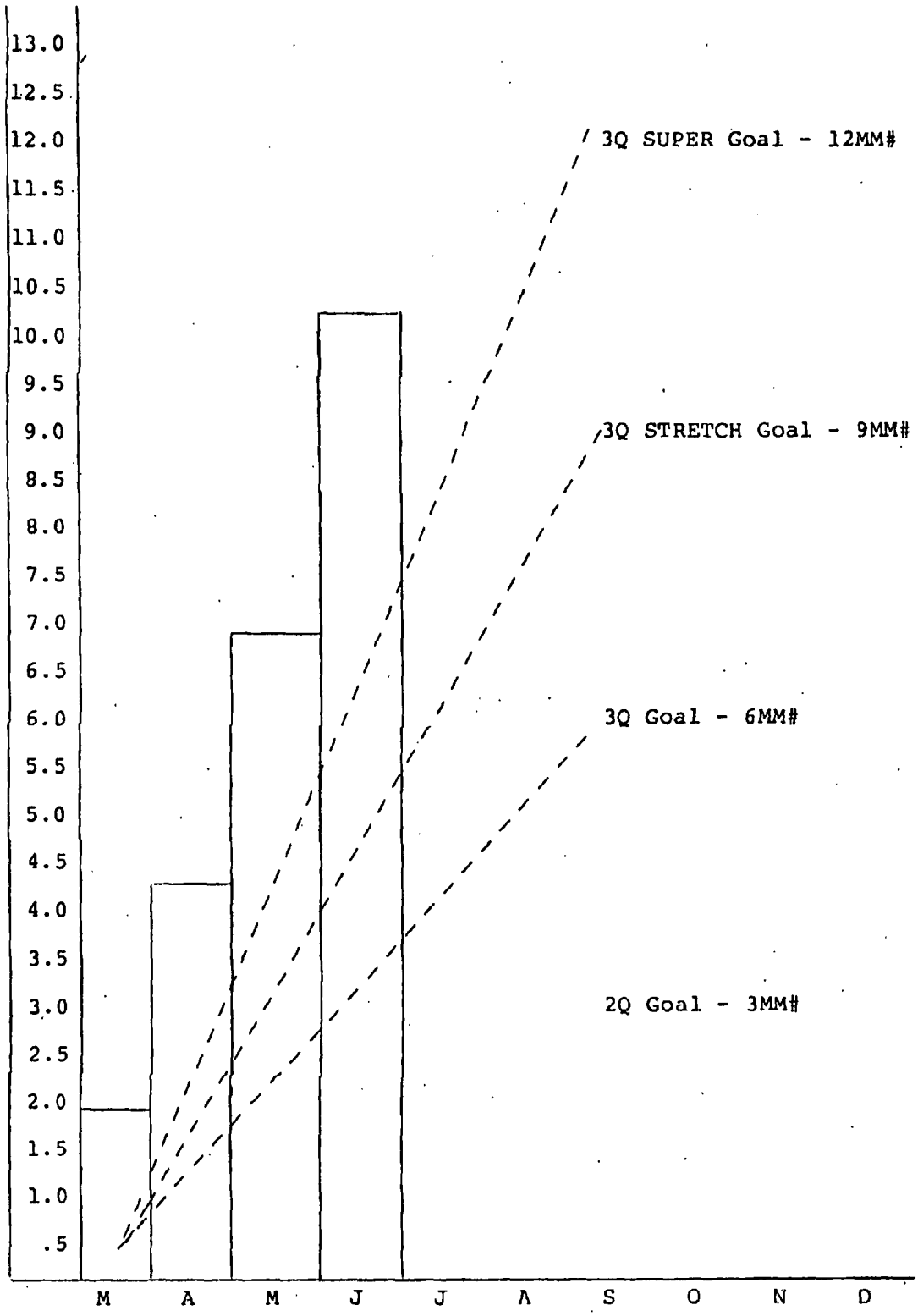
All salesmen like a challenge ... RIGHT? So with that statement I challenge you to your new SUPER STRETCH GOAL of 12MM lbs. by the end of the 3rd quarter.

GOOD LUCK! --- KEEP SELLING AND CLOSING!

G. T. Cassidy

/lcl

SC-SDC-1650



YTD STATUS:

- Orders 1,360M Lbs.
- Shipments 638M Lbs.
- Ann. Vol. 10,260M Lbs.

U.C.C. REPLACEMENT

UP-DATE
6/27/75

Account	Salesman	Ann. Vol.	Orders To-Date	Shipments To-Date
Waterbury Co's	Smith	600	90	90
Son Chief	"	300	92	72
Vernitron	"	300	30	8
Ark-les	"	40	90	60
GE/Ashland	"	50	2	2
Auto Controls	"	50	5	5
Lux Time	"	120	12	12
Pass & Seymour	"	150	2	2
Circle F	Gilmartin	1000	500	30
Jersey Plastics	"	150	26	26
ITE Imperial - Quoz ok close	"	1200	55	30
Kuhn & Jacobs	"	400	31	6
Elyria Molding	Handel	50	2	2
Squires ?	"	50	2	2
Plastic Masters	"	300	50	50
Precision Plastics	"	600	20	10
Littelfuse	Honsik	500	135	85
Harry Davies	"	500	60	30
Bussman	Gasaway	150	36	36
Sunshine Plastics	Noonan	100	30	30
Therm-O-Disc	"	250	30	30
Texas Instruments	McCarthy	400	20	20
Square D/Lexington	"	3000	40	0
	TOTALS	10260	1360	638

ACTION

U.C.C. TOP TEN

ACCOUNT	'74 VOL. (M#)	STATUS
Square D	3000	Closed - 6/75
Waterbury Co's	600	Closed - 4/75
Ark-les	500	Closed - 4/75
Circle F	1000	Closed - 5/75
Tech-Art	1000	Sampling
Kurz-Kasch	400	Sampling
Singer	2000	No Product One Stage
RACO	3000	Sampling
Woodland	2000	Sampling
Littelfuse	500	Closed - 3/75
	14000	

TERRITORY #91 - R. W. SMITH T/S - D. L. MESSENGER

ACCOUNT	UCC MAT'L	UCC VOL.	G.E. MAT'L	APPLICATION	UP-DATE/COMMENTS 6/27/75
Waterbury Co's	5440 5303 5000	500 150 100	12408 12553E 12977	Thrust Washer Elect. Parts Conn. Blocks	Evaluating 5303 & 12408. 12408 failed crush test. 4M# of 5000 in stock. Ordered 4M# of 12977.
Lux Time	5000 5303	200	12977 12983E		12977 testing; also RCI & Durez 12983E approved. No orders.
Son Chief	5440	150	12553E	Appliances	Closed. 30M# shipped 3/75.
Vernitron	5440	300	4000A		Closed. 30M# to ship October. Try to push to August, but may buy surplus 5440 at 35¢/lb. No decision yet.
Ark-Les Switch	5440	400	12968	Switch Case	Closed. 30M# shipped 5/75. Blanket order for T/L per month.
Stromberg Carlson	5000	25	12977	Telephone Hand Set	Testing.
Pass & Seymour	5000	50	12977		Evaluation 4/24/75. 2M lbs. to be used across board. Larger order to follow if successful.
GE/Ashland	5000	25	12968		Closed. 2M#/month
Auto Controls	5303	25	12408 4300E 14016		12408 not strong enough, now in SI-56. 4300E tried - not strong enough. 14016 now being tried.

GE 037474

TERRITORY #92 - P.J. GILMARTIN T/S - D.C. LeBEAU

ACCOUNT	UCC MAT'L	UCC VOL.	G.E. MAT'L	APPLICATION	UP-DATE/COMMENTS 6/27/75
Kuhn & Jacob	5498	400	12968	Electrical	12968 approved - no orders.
WE/Baltimore	5000 5020	250	12968J	W.E. Parts	Material approved - no orders.
Circle F	5303 5000	1000	12899	Wiring Device	5303 replaced with Durez. 12899 closed. 500M# blanket order.
I.E.H.	5303	200	12983E	Wiring Device	Closed - no order. Req. 6M#/mo.
Jersey Plastics	5498 5303 5000	50 200 100	14020 12553E 12968	Pot Handle W.E. Parts Electrical	Closed 4/75 - 11M# order. Sampling Closed 4/75 - 5M# order.
Tech Art	5000	100	12977	GE/Bridgeport	GT Cassidy to follow up.
ITE Imperial	5498	1200	12968	Circuit Breaker C.B.-Alliance	Closed. 30M# - 3/75

GE 037475

TERRITORY #93 - G.F. HANDEL T/S - D.C. LeBEAU

ACCOUNT	UCC MAT'L	UCC VOL.	G.E. MAT'L	APPLICATION	UP-DATE/COMMENTS 6/27/75
Marathon	5440	250	12968	Terminal Strip	GE 80% - Durez or Plaslok second source.
Therm-O-Disc	5303	250	12553E	Snap Switch	Closed. 30M# shipped 6/75.
Sylvania	5303 7021	350	12553E	RBC Base	5303, Plaslok & GE testing. 7021 parts under test at Stromberg. Close 6/75.
Kurz Kasch	5303	400	12408	Thrust Washer	Need end-use work
" "	5333	150	12983E	Ford Choke Hsg.	Material submitted for sampling week of 5/26.
Squires	7021	50	14020	W'house Box	Closed. 2M# shipped 5/15.
Elyria	5440	70	12968	Knobs	2M# 4300E - 5440 approved. 4/75
Torq	5440	25	12977	Bracket	P4000 replaced 4/75.
Dimco Gray	5333	200	12553E	Knobs	On strike. Sampling program to begin when strike over.
GHS/GE Louisville	5333	100	4300E	Slider Switch	Need end use work. Material there to be sampled, but tools out for major revision.

GE 037476

TERRITORY #94 - K.L. FISH T/S - D.L. MESSENGER

ACCOUNT	UCC MAT'L	UCC VOL.	G.E. MAT'L	APPLICATION	UP-DATE/COMMENTS 6/27/75
Modern Plastics	5000 5440	550	12977	Handles Appliances Cams	Evaluating 12977 - O.K. Cams. Kingston testing samples D791 & Plaslok 5000. West Bend stick handle candidate to be sampled 5/30.
Plastic Masters	5440	300	12897	Casters	Closed. 10M# shipped May.
Singer	2035 5000 5440	2000	12977	Cams Housings	Changing to Melamine (upgrading product requirements)
Precision	5000	600	12408	Thrust Washer	Closed-20M#. 10M# shipped 5/75
Bangor	5000	300	12408B	Spacer	12408B approved. Hydramatic testing new tool.
Raco	5314	3000		Junction Box	Bowers to follow up.

GE 037477

TERRITORY #95 - K.T. HONSIK T/S - R.A. DELOYE

ACCOUNT	UCC MAT'L	UCC VOL.	G.E. MAT'L	APPLICATION	UP-DATE/COMMENTS 6/27/75
Woodland	5440	2000	4300 4000	Various	Parts failed at Eureka. Still in test at West Bend. We will try some 12929 on 7/2/75 with R. Deloye in attendance.
Littelfuse	5303 7021	500	4300E	Auto Switches	Closed. 37M# shipped 3/75.
Carter Precision	7002	100	12977	Auto Switches	Sampling successful. Will take 2 months to work off UCC inventory
Harry Davies	5000 5303	500	12898 12899	Knobs	Closed. 30M# shipped 5/75.
IBM/Rochester	5315	20	14015	Computer Parts	Will use 5M# of 5315 this year; still has 15M# on floor. Visit them in 1½ months.

GE 037478

TERRITORY #96 - J. M. GASAWAY T/S - R. A. DELOYE

ACCOUNT	UCC MAT'L	UCC VOL.	G.E. MAT'L	APPLICATION	UP-DATE/COMMENTS 6/27/75
Cutler Hammer	5000	500	12977	Circuit Breakers	Testing. No approval yet. Murphy slow on approval. Cassidy getting into act while Honsik on West Coast
Ideal Plastics	7950	300	12977	Wire Nut	Sample sent to Papoojian. Work done. Must set up suitable sampling date.
Bussman McGraw Edison	5000	100	12899	Fuse Holder	Closed. .30M# shipped 6/75.

GE 037479

TERRITORY #97 - G.A. NOONAN T/S - R.S. PAPOOJIAN

ACCOUNT	UCC MAT'L	UCC VOL.	G.E. MAT'L	APPLICATION	UP-DATE/COMMENTS 6/27/75
Square D/Raleigh	5498	200	12968	Electric Switch Gear	Still in test. To be completed by 6/15/75.
Sunshine Plastics	6450	100	12899	Ashtray	30M# order - April.

GE 037480

TERRITORY #98 - J.T. McCARTHY T/S - R.S. PAPOOJIAN

ACCOUNT	UCC MAT'L	UCC VOL.	G.E. MAT'L	APPLICATION	UP-DATE/COMMENTS 6/27/75
Square D/Lexington	5314	4500	P4202	Switch Gear	Closed. 38M# to ship July.
Oster	5000	300	12977	Hair Clipper	Successful molding trial. Parts to be checked for tolerance, pass through engineering.
Potter & Brumfield	5440 5303	200	12553E	Switches	McCarthy to set up evaluation.
Texas Instruments	5303	400	4301	Appliance Controls	12983E-1 good on Stokes. Will also try on tri-screws. Expect okay by 6/1.
Prestolite	5303	200			Transfer to Automotive.

GE 037481