425

81131-A DIRECT =2 ORGANIC DIVIS) FUNCTIO. L FLUIDS FOR C) 1969 PAGE 158
01/22/70 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

M G R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-T-D.	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		INERTEEN 75-25 CAPACITOR		1968		1969													1060-100-16
1637		.CORNELL DOLIER N BEDFORD MA		.600															10019826
		TOTAL PRODUCT * * * * * * * * LB		.600															1060-100-16
		* * * * * * * * $$		.191															
		INERTEEN 300-92 TRANSFORMER																	1050-215-16
		.CLAIM ACCOUNT		.600															00156361
		.INVENTORY ADJUSTMENTS				.320				.320									00197777
1637		.AIRCO IND GAS CHES CHESTER WV		.600								-							00107439
1637		.C R BEERS ELEC CO BLOOMSBURGPA				.165		.165											00168319
1635		.BENSON ELECTRIC METAIRIE LA				.320										.320			00218480
1637		.BRUNSWICK P - P BRUNSWICK GA		.600		.600							.600						10012104
1637		.C & O RAILWAY LUDINGTON MI				.320											.320		00220086
1635		.CROWN ZELLERBACH COR CAMAS WA				1.20						1.20							10020352
1637		.EASTERN ASSC COAL KEYSTONE WV		.600															00117250
1635		.MID STATES ELECTRIC URANIA LA				.600												.600	00181854
1637		.MOORE & HADLEY TUSCALLOOSA AL				5.75								5.75					00209988
1635		.NUNN ELECTRIC SUPLY HOUSTON TX				3.00											3.00		00219975
1637		.REPUBLIC STEEL ALABAMA CTY AL				1.20	1.20												10067421
1637		.R J REYNOLDS TOB WIN SALEM NC				.055							.055						10067928
1637		.U S ARMY ABERDEEN PROV GR MD				1.20						1.20							10083982
1635		.WESTINE ELEC PORTNECHES TEX		1.20		.600	.600												00156337
1637		WESTINGHOUSE BIRMINGHAM ALA		13.2															10089875
1635		WESTINGHOUSE PHOENIX ARIZONA	330	269	330	237		51.2	44.4	6.8		45.5		45.2			57.8		10089387
1635		WESTINGHOUSE ELEC OAKLAND CA				.110		.110											00164259
1637		WESTINGHOUSE BRIDGEPORT CONN				.600	.600												10089964
1637		WESTINGHOUSE CHICAGO ILLINOIS		1.80		2.40				1.80						.60			10089611
1637		WESTINGHOUSE INDIANAPOLIS IND				1.04	.600											.440	10089468
1635		WESTINGHOUSE BATON ROUGE LA				3.85				3.85									10089395
1637		WESTINGHOUSE SPRINGFIELD MASS		4.80		12.0				1.2			10.8						10089670
1637		WESTINGHOUSE BALTIMORE MD		1.80		.600	.600												10089832
1637		WESTINGHOUSE CARIBOU MAINE		.350															10089204
1637		WESTINGHOUSE DETROIT MICHIGAN		3.00		1.49												1.49	10089484
1637		WESTINGHOUSE IRON MT MICH				.960	.960												00157988
1637		WESTINGHOUSE ELEC KALAMAZO MIC				1.80	1.80												00162493
1637		WESTINGHOUSE ELEC MINN MINN		2.40		.495												.495	00154822
1637		WESTINGHSE ELEC CORP MANKATO MN		3.60															00152072
1637		WESTINGHOUSE HILLSIDE NJ				9.60	3.60			2.40	2.40	1.20							10089417
1637		WESTINGHOUSE BUFFALO NEW YORK	30.0	1.20	30.0	4.20				4.20									10089581
1637		WESTNGHSE ELEC ROCHESTER N Y		9.60															00152099
1637		WESTINGHOUSE CINCINNATI OHIO				.990												.990	10089425
1637		WESTINGHOUSE CLEVELAND OHIO		18.6		14.8	16.2											1.4	10089441
1637		WESTINGHOUSE GLASSPORT PENN	15.0		15.0	4.80		4.80											10089808
1637		WESTINGHOUSE PHILADELPHIA PA		2.40		8.40	8.40												10089727

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