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JOHN MANVILLE'S 250 LARGEST 1978 CUSTOMERS
SALES BY DIVISION (\$)
(DETAILED SALES DOLLARS)

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<u>1978 RANK</u>		<u>J-M DIVISION</u>	<u>1978 SALES</u>	<u>1977 SALES</u>	<u>1977 RANK</u>
1	Eternit Companies (70 Worldwide Affiliates) Brussels, Belgium	ASB Fibre Int'l TOTAL	\$ 26,769,255 398,316 \$ 27,167,571	\$28,106,800 249,448 \$28,356,248	1
2	General Motors Corp. All Locations	IPD ASB Fibre CAN (IND) F&M ISD BSD Int'l TOTAL	\$ 11,374,881 1,612,838 6,121 36,016 15,394 4,734 6,085 \$ 13,056,069	\$ 9,603,864 1,577,367 473,885 178,553 15,953 1,100 --- \$11,350,729	3
3	Lumber Distributors, Inc. (84 Lumber Co.) All Locations	RPMD BSD TOTAL	\$ 12,640,491 309 \$ 12,640,800	\$13,589,971 2,723 \$13,592,694	2
4	G.A.F. Corporation All Locations	ASB Fibre BSD F&M RPMD ISD IPD TOTAL	\$ 7,360,436 3,974,399 145,907 411,375 218,195 5,409 \$ 12,115,721	\$ 6,835,886 3,591,398 518,866 473,918 111,807 3,547 \$11,535,422	5
5	General Electric Corp. All Locations	Holophane IPD ISD Int'l F&M Pipe Asb Fibre Others TOTAL	\$ 5,252,218 4,978,119 1,366,138 --- 77,511 54,743 --- 1,976 \$ 11,730,705	\$ 4,780,643 4,545,459 1,036,448 61,847 50,383 35,388 11,266 -634 \$10,570,800	6
6	T.K.B.S. Tokyo, Japan	ASB Fibre Int'l TOTAL	\$ 8,502,781 2,884,350 \$ 11,387,131	\$ 9,413,484 2,429,725 \$11,843,209	4
7	Georgia-Pacific Corp. All Locations	RPMD BSD F&M Holophane CAN (BLDG) IPD TOTAL	\$ 9,420,044 425,317 83,659 --- 21,965 7,892 \$ 9,958,877	\$ 5,807,453 456,259 63,116 19,023 --- --- \$ 6,345,851	16
8	Modern Materials, Inc. Los Angeles, Oakland & San Francisco, CA	BSD RPMD TOTAL	\$ 4,699,500 3,633,770 \$ 8,333,270	\$ 4,411,100 2,723,266 \$ 7,134,366	

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