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 01/22/70

 ORGANIC DIVISION FUNCTIONAL FLUIDS
 PRODUCT/CUSTOMER SALES REPORT

FOR () 1969

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-IN THOUSANDS OF POUNDS AND DOLLARS-

MA G R	SIS 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.
		PYDRAUL F-9																	4590-009-11
1130		.WELDOTRON CORP NEWARK N J				8.26			1.18		2.36			4.72					00170232
1134		.WESTERN FELT WORKS CHGO IL		4.13		4.72				1.18			1.18			1.18		1.18	10088844
1136		.WESTERN OVERHEAD DES PLAINS IL				2.95												2.95	00219533
1136		.WESTERN SINTERING RICHLAND WAS		.161															00154814
1132		.BRADFORD MARINA FT LAU FLA		.322		.215	.215												00086908
1133		.MELPAR INC DETROIT MI		.484															00129674
1136		.MEYERHAEUSER CO WA RAYMOND WA		.215															00145440
1134		.WHITING CORP PEORIA ILLINOIS				16.5											16.5		00218227
1132		.WICHTA FLS ENDRY WICHTA FLS TX				1.18											1.18		00220019
1130		.WILMINGTON MEDICAL WILMNGT DE		.107															00145645
1136		.WM S PINE LOS ANGELES CA				.054			.054										10063043
		TOTAL PRODUCT * * * * * LB	1557	1331	1200	1480	141	74	178	147	80	135	92	102	144	126	135	120	4590-009-11
		* * * * * \$	545	470	420	533	50.7	29.0	64.2	55.6	28.4	48.4	32.2	36.5	50.3	45.0	48.2	42.1	
		PYDRAUL 60																	6735-100-11
		.CLAIM ACCOUNT		.004															00156361
		.INVENTORY ADJUSTMENTS		.495		.001				.001									00197777
1134		.LOUIS ALLIS CO MILWAUKEE WIS				.990											.990		00088684
1132		.ALUMINUM COMPANY MOBILE AL		.495															00108170
1134		.ALUMINUM CO LAFAYETTE IN	12.0	14.4	12.0	14.2			.99		.99	.99	2.39	2.48	1.40	4.95			10002788
1132		.ALUMINUM CO WARRICK IN		.495															10002796
1134		.ALUMINUM CO RIVERDALE IA		3.96		3.96			3.96										10002818
1130		.ALUMINUM CO CRESSONA PA	6.00		6.00														10002877
1132		.ALUMINUM CO POINT COMFORT TX		1.98		3.96	.99	.99			1.98								10002907
1132		.ALUMINUM CO ROCKDALE TX				1.98												1.98	10002915
1132		.ALUMINUM CO OF AMER SANDOW TX	9.00	9.90	9.00	3.47	1.49	1.98											00158321
1132		.ALUMINUM CO SANDOW TX				3.96									.990	.990	.990	.990	10002923
		PARENT COST. TOT-ALUMINUM CO OF	27.0	31.2	27.0	31.5	2.48	2.97	4.95		2.97	.99	2.39	2.48	2.39	5.94	.99	2.97	00045063
1132		.ARO INC ARNOLD AFB STA TN				.495									.495				10006619
1136		.UNIV OF S CALIF LOS ANGELES CA				.045									.045				00213276
1132		.PMC CORP BALTIMORE MD		.046															10028825
1131		.GENL MOTORS SYRACUSE NY				.990			.990										10032946
1136		.AERJET GENL NIMBUS CA	5.00	1.60	5.00														10000963
1136		.ITT BAPTON MONTEREY PK CA		.046															10042194
1132		.KAWNEER JONESBORO GA		.990															10043565
1136		.LOCKHEAD AIRCRAFT REDLANDS CA				.090		.090											10046688
1173		.NEWPORT NEWS SHIP NEWPT NS VA		.137															10057655
1130		.POLYTECHNIC INSTIT BROOKLYN NY		.092															00134414
1131		.REPUBLIC STEEL CORP CLEVE OH	1.00	1.98	1.00	2.97	.990			.990	.990								10067480
1130		.REYNOLDS METALS MESSENA NY	13.0	21.3	13.0														10067790