

B1131-A DIRECT #2
01/09/74MICC SPECIAL PRODUCTS
PRODUCT/CUSTOMER SALES REPORT

FOR D. 1973

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-IN THOUSANDS OF POUNDS AND DOLLARS-

M G	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.
		PARENT CUST. TOT-FED PAC ELEC NE		20.6		.360						.360							10027527
		INERTEEN 70-30															00360A		1050-210-16
1188		.GM-FISHER BODY CLEVELAND OH		1.35															10032598
1866		.GEN ELECTRIC SACRAMENTO CA				1.35									1.35				10031451
1184		.GRAYBAR ELECTRIC JANESVILLE WI		2.02															00273759
1287		.HAZELTINE CORP GREENLAWN LI NY																	00287229
1982		.HELENA CORP HELENA AL				75.5									37.7	37.7			00308757
1985		.HEVI-DUTY ELEC HONOLULU HI		5.39															00275417
1985		.HEVI-DUTY ELEC GOLDSBORO NC	130	168	130	364	40.4		27.0	53.9	27.0	27.0	27.0	27.0		53.9	53.9	27.0	00087963
1988		.INDELEC INC NEW ORLEANS LA		1.35															00274070
1866		.ITE IMPERIAL CLAY CA		.360															00283517
1866		.ITE IMPERIAL WINDSOR CO		1.35															00277746
1184		.ITE CIRCUIT BREAKER CHICAGO IL		1.44															00126071
1983		.ITE IMPERIAL CORP EFFINGHAM IL		.360															00287032
1287		.ITE IMPERIAL HENNEPIN IL		.360															00291951
1178		.ITE IMPERIAL NEW CASTLE IND		.360															00288144
1988		.ITE IMPERIAL GULF PORT MS		.420															00279641
1287		.ITE IMPERIAL HANCOCKS BRDG NJ				.720	.720												00294640
1287		.ITE IMPERIAL MURRAY HILL NJ		.360															00291196
1287		.ITE IMPERIAL EAST SYRACUSE NY		.360															00281352
1178		.ITE IMPERIAL LUCASVILLE OH		.360															00284025
1287		.ITE CIRCUIT BREAKER PHIL PA	1800	1689	1800	660	198	97	106		104	50	106						10042054
1886		.ITE IMPERIAL EVERETT WA		1.44															00284246
1872		.ITE IMPERIAL SUPERIOR WI		1.44															00283495
		PARENT CUST. TOT-ITE CIRCUIT BRE	1800	1697	1800	661	199	97	106		104	50	106						10042054
1974		.ITE IMPERIAL OKLAHOMA CITY OK				2.70									2.70				00308196
1287		.I T E IMPERIAL LOS ANGELES CA				1.44						1.44							00301116
1976		.ITE IMPERIAL JACKSONVILLE FL				3.60								3.60					00306134
1866		.ITE IMPERIAL HONOLULU HAWAII				1.80			1.80										00296163
1184		.ITE IMPERIAL MORRIS IL				.360					.360								00300314
1178		.ITE IMPERIAL BARDSTOWN KY				.360			.360										00296120
1988		.ITE IMPERIAL DEER PARK TX				4.72								4.72					00305669
		PARENT CUST. TOT-ITE CIRCUIT BRE				12.3			2.16		.36	1.44		8.32					10042054
1987		.ITE IMPERIAL SPARTANBURG SC				1.08								1.08					00305790
1131		.NIAGARA TRANSFORM BUFFALO NY	400	398	400	487	48.7	49.3	50.0	50.4		49.7	50.9		49.7		92.6	45.9	10057744
1153		.NORTHERN ELEC SOUTH BEND IND		.120															00273430
1866		.H K PORTER BELMONT CA	50.0	36.4	50.0	71.4	6.1		4.0	16.2	20.9		1.3	9.4	4.7		8.8		10064155
1985		.H K PORTER CO LYNCHBURG VA				13.5										13.5			00311065
		PARENT CUST. TOT-H K PORTER PITT	50.0	36.4	50.0	84.9	6.1		4.0	16.2	20.9		1.3	9.4	4.7	13.5	8.8		00045012