

B1131-A DIRECT #2
01/14/71

ORGANIC DIVISION FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

FOR D' 1970

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-IN THOUSANDS OF POUNDS AND DOLLARS-

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M G	SLS	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. I.D. / MAJR-GRD-GP.
		PYDRAUL 135																	4592-135-11
1132		WASTE CNTRL SYSTEM HOUSTON TX				.538							.538						00232572
1131		WHEELING PIIT ST MINGO JUNT OH	100	24.7	100	10.8	5.38		5.38										10090253
1131		WHEELING STEEL STEUBENVILLE OH				59.0					8.1	10.8	8.1	8.1	8.1	7.9		8.1	00094005
		PARENT CUST. TOT-WHEELING STEEL	100	24.7	100	69.8	5.4		5.4		8.1	10.8	8.1	8.1	8.1	7.9		8.1	00047082
1134		WHITING CORP HARVEY ILL		1.08		3.77	3.23						.54						00155594
1130		ALAN WOOD STEEL CONSHUHOKE PA	.500	1.08	.500														10091284
		TOTAL PRODUCT * * * * * LB	1917	1167	1696	1548	109	68	145	143	150	147	166	141	120	169	97	92	4592-135-11
		* * * * * \$\$\$	486	308	430	400	27.9	18.3	38.0	36.5	39.8	37.7	43.5	35.4	31.7	42.2	25.1	24.1	
		PYDRAUL 230																	4597-230-11
		INVENTORY ADJUSTMENTS		2.63															00197777
1132		ARMCO STEEL HOUSTON TX		38.7															10006279
1136		BATELLE NORTHWEST RICHLAND WA				1.05		1.05											00150797
1130		BETHLEHEM STEEL BETHLEHEM PA				1.05											1.05		10009588
1134		CALUMET STEEL CHIC HTS IL	75.0	73.0	75.0	22.6		4.20		5.25	5.25		5.25	5.25		5.25	2.63		10013194
1130		CLIQUEOT CLUB CO MILLIS MA				.575									.575				00236292
1131		UNIVERSAL CYCLOPS ST TITUSV PA				13.1						3.60			1.58	5.25	2.63		00228656
1134		DELTA PIPING CO MCCOOK ILLIN	5.20	5.25	5.20														00196584
1153		EATON YALE - TOWN SAGINAW MI	.300	.525	.300														10025184
1132		FAN STEEL INC MUSKOGEE OKLA	2.00	1.55	2.00														00179574
1132		FLORIDA STEEL INDIANTOWN FL				10.0											10.0		00227889
1153		FORD MOTOR DEARBORN MICH		.525															00118990
1130		HERCULES INC RADFORD VA	1.00	3.15	1.00	1.05								1.05	1.05	1.05			00123919
1134		KELSEY HAYES CO ROCKFORD IL	100	99.8	100	137	15.8	5.3	10.5	10.5	10.5	21.0	21.0	21.0		21.0			10043751
1134		MATERIALS TRANSP MC COOK ILL		.150															00165077
1132		MID-AM CANNING MADISONVILLE KY				.525											.525		00245771
1130		MOBIL OIL DIV PAULSBORO NJ		.050															10054370
1134		REYNOLDS METALS MC COOK ILL	5.00	13.1	5.00														00209791
1136		RICH MFG CO CORONA CALIF	12.0	14.8	12.0		.525	.525											00161330
1131		SENAGO COMPANY DOVER OHIO				3.15					3.15								00214965
1136		SHALDA LIGHTING PROD BURBANK C		.525															10072077
1134		TEMTEK CORPORATION BARTLETT IL				.525											.525		00243167
1131		TIMKEN ROLLER BEAR CANTON OH		21.0															10080193
1132		US STEEL CHEMICAL BAYTOWN TX				49.6									6.5	43.1			00218049
1134		RACINE CHICAGO ENGR ADDISON IL		1.05		2.10			.53		1.05		.53						00179965
1130		WELDOTRON CORP NEWARK N J				.525			.525										00170232
1130		WELDOTRON CORP PISCATAWAY NJ				2.60							2.60						00231576
		PARENT CUST. TOT-WELDOTRON CORP				3.13			.53				2.60						00170232
1153		YOUNG & BERTKE CINCINATIE OH				.200							.200						00230618