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B1131-A DIRECT =2 ORGANIC DIVIS[illegible] FUNCTIC L FLUIDS FOR ( ) 1969 PAGE 162
01/22/70 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG B	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.
		TRANSFORM INERTEEN PPO		1968		1969													1050-200-16
1635		.CITY PUBLIC SERV B SAN ANTO TX		1.17		7.02		1.95	3.12			1.95							00114340
1637		.CLEVELAND ELE BIRMINGHAM ALA				1.80											1.80		00220329
1637		.CLEVELAND ELEC CONSTR ATLAN GA				2.70												2.70	00181803
1637		.COMMONWEALTH ELEC ST PAUL MN		3.06															10018242
1637		.CONSOLIDATED EDISN ASTORIA NY		4.72															00152439
1635		.COPOLYMER RBR - CH BATON ROUGE		.674															10019680
1635		.CORTRAN MFG CO WASHINGTON MO	45.0	40.4	45.0														10019923
1635		.COUNTY OF SANTA CL SAN JOSE CA		2.70															00137219
1637		.CROUSE HINDS SYRACUSE NY				.360					.360								00115460
1635		.CROWN ZELLERBACH BERKELEY MO				.674		.674											10020328
1635		CROWN ZELLERBACH COR CAMAS WA		1.35															10020352
1635		.DE LAVAL TURBINE OAKLAND CALIF				.674	.674												00158836
1635		.DELTA SWITCHBOARD STOCKTON CA		.120															00116009
1637		.DIAMOND SHAMROCK SHEFFIELD ALA		4.04															10022134
1637		.DOWZER ELEC MACH MT VERNON IL	5.00	7.41	5.00														10023041
1637		.E G & G INC BOSTON MA		1.26															00117129
1637		.ELASTIC STOP NUT ELIZABETH NJ				.130			.130										00170445
1635		.ELCOR CHEMICAL VAN HORN TX				.980		.980											00163457
1635		.ELECTRICAL ENGINEE DES MOIN IA		1.39															00117960
1637		.ELECTRIC SALES MILWAUKE WI		5.87															00117536
1635		.ELEC SUPP DIST CO CORONADO CA		.674															00117544
1635		.ELEC SUPP DIST CO SAN DIEGO CA		1.03		.674										.674			00117552
1637		.ELECTRIC APPA PHIL PA		1.35		2.02											1.35	.67	10025702
1635		.ENERGY SYSTEMS PALO ALTO CA	110	6.07	110														10026253
1637		.ESCO MFG CO BROOKLYN		.480															00117978
1635		ESCO MFG GREENVILLE TX	150	95.7	50.0	58.0	29.7				29.7		8.1						10026636
1637		.FAIRMONT SUP BLUEFIEL WV		2.02															00118303
1635		.FALSTAFF BREWERY NEW ORLE LA		.720															00118311
1635		.FED PAC ELEC SANTA CLARA CA	156	91.0	156														10027519
1637		FEDERAL PACIFIC ELEC GARY IND		.260															00152927
1637		FED PAC ELEC GARY IN		.420															00118427
		PARENT CUST. TOT-FED PAC ELEC NE	156	91.8	156														10027527
1637		.FERRANTE ELEC NY PASSAIC NJ		1.08															00118494
1637		.FLORIDA ELEC SUPPLY MIAMI FLA				1.35	.674		.674										00158860
1637		.FMC CORP FREDERICKSBURG VA		.195															10028906
1637		.FORD MOTOR NASHVILLE TN				1.35							1.35						10029023
1635		PHILCO CORP NO VAL BORGER TX		.674															00133612
1637		.GEN MTRS INDIANAPOLIS IND				3.37						3.37							10032547
1637		GENL MTRS AC FLINT MI		4.04															10032539
1637		GENL MOTORS TONAWANDA NY		1.35															10032733
1637		GENL MOTORS CLEVELAND OH		2.02															10032598
		PARENT CUST. TOT-GENERAL MOTORS		7.41		3.37						3.37							00157279

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