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01/22/70

ORGANIC DIVISION FUNCTIONAL FLUIDS
PRODUCT/CUSTOMER SALES REPORT

FOR 1) 1969

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-IN THOUSANDS OF POUNDS AND DOLLARS-

SA G	SS 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.
		HYDRAUL 180		188		186													4591-150-11
1130		UNION CARBIDE CORP KEASBEY NJ		.094															00141720
1132		UNION CARBIDE CORP ROCKWOOD TN		4.07		6.30				2.04	2.04		2.23						00141739
		PARENT CUST. TOT-UNION CARBIDE C		4.21		6.30				2.04	2.04		2.23						00045705
1136		UNITED AIRLINES NEWARK NJ		2.04															10082935
1132		U S STEEL FAIRFIELD ALABAMA	6.00	2.04	6.00	8.14									1.02	7.13			10085357
1136		UNITED STATES STEEL SAN FR CAL		2.04															00156256
1134		U S STEEL GARY INDIANA		4.07		2.04				2.04									10085233
1131		U S STEEL YOUNGSTOWN OHIO	10.0	8.14	10.0	9.16			2.04	1.02	1.02	1.02	1.02	1.02	1.02	1.02		1.02	10085217
1131		U S STEEL FAIRLESS HILLS PA		18.8															10085225
1131		U S STEEL IRVINE PENNSYLVANIA		.509															10085268
		PARENT CUST. TOT-UNITED STATES S	16.0	35.6	16.0	19.3			2.04		3.05	1.02	1.02	1.02	2.04	8.14		1.02	00047724
1132		UNIVERSAL MFG MENDENHALL MS	1.00	1.02	1.00	.509							.509						10085543
1130		US PIPE BESSEMER AL	15.0	13.7	15.0														00143103
1132		US PIPE BIRMINGHAM AL				6.11						6.11							00143111
1134		U S A F WRIGHT PATTERSON OHIO		.236		.509			.509										10083907
1132		US PIPE BESSEMER ALA		4.07		30.5		6.11		5.09	1.02		6.11	6.11		1.02	5.09		10084903
1130		US PIPE N BIRMINGHAM AL				.509				.509									10084873
1130		US PIPE BURLINGTON				7.64	1.53									2.04	2.04	2.04	10084881
1134		US STEEL CORP SOUTH CHICAGO IL				2.04								2.04					00210935
1134		US STEEL CORPORATION DULUTH MN				.509								.509					00210129
1132		UNITED STATES STL HOUSTON TX				1.58			.06	.01			.51					1.02	00170224
		PARENT CUST. TOT-UNITED STATES S				4.12			.06	.01			.51	2.55				1.02	00047724
1132		VALCAP MARINE SERV BEAUMONT TX				10.2										10.2			00217239
1136		WESTERN OFFSHORE D SANTA BA CA		.090															00144835
1131		WHEELING PITT ST MINGO JUNT OH	7.00	6.11	7.00	5.09	.51				1.53		1.02			1.02	1.02		10090253
1131		WHEELING STEEL STEUBENVILLE OH		1.02		2.04	1.02										1.02		00094005
1136		WIL SMITH BENICIA CA		.141															00049824
1136		WYATT & KIPPER FABR SEATTLE WA				.188					.094						.094		00197726
		TOTAL PRODUCT * * * * * LB	1584	1030	1055	993	66	86	74	72	15	77	99	75	61	154	38	139	4591-150-11
		* * * * * \$	634	435	422	424	27.9	36.6	31.7	30.5	6.1	32.9	42.0	32.0	26.2	64.7	16.5	60.1	
		HYDRAUL A 200																	4595-200-11
		CUSTOMER ID NOT IN MASTER FILE	75.0	51.6	75.0	25.8					25.8								00111023
		CORRECTION	20.0	5.16	12.0														00136107
		CLAIM ACCOUNT		1.29															00156361
1131		ABEX CORP HEADVILLE PA		3.87		2.58		.65						1.29	.65				10000386