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81131-A DIRECT =2 ORGANIC DIVISI) FUNCTIC AL FLUIDS FOR ( ) 1969 PAGE 58
01/22/70 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MG R	SLS REP	NAME OF PRODUCT/CUSTOMER	POTENTIAL	LAST YEAR SALES	SALES GOAL FOR CURR. YEAR	SALES CURR. Y-TD	JAN.	FEB.	MAR.	APR.	MAY	JUNE	JULY	AUG.	SEPT.	OCT.	NOV.	DEC.	CUST. I.D. / MAJR.-GRD.-GP.
		PYDRAUL 150		1968		1969													4591-150-11
1132		ASHLAND CHEMICAL FRANKLIN LA				.509		.509											00162833
1132		UNITED CARBON DIV FRANKLIN LA		.509															10083311
1132		UNITED CARBON CO D NEW IBER LA		.509															00142301
		PARENT CUST. TOT-ASHLAND OIL ASH		6.11		1.02		.509	.509										00046094
1444		.ATLANTIC STEEL CO ATLANTA GA	2.00	.509	2.00	1.02			.509					.509					10007232
1132		.BABCOCK WILCOX MT MOUNT VE IN		.141															00110892
1134		.BALL BROS MUNDELEIN IL	2.00	1.02	2.00														10008115
1132		BALL BROS ASHVILLE NC				.094				.094									10008107
1136		BALL BROTHERS CO EL MONTE CA		.509															10008123
		PARENT CUST. TOT-BALL BROS MUNCI	2.00	1.53	2.00	.094				.094									10008093
1136		.BALL BROS	3.00		3.00														00188050
1132		.BELL-HYDEN SUPPLY HOUSTON TX		2.55															00111341
1134		.BETHLEHEM STEEL CO BURNS HA IN	60.0		30.0														00111481
1130		BETHLEHEM STEEL BETHLEHEM PA		.509		.509				.509									10009588
1136		BETHLEHEM STEEL SEATTLE WA	20.0	17.3	20.0	24.9	5.09			5.09			2.55	2.55	2.55	2.55		4.58	10009596
		PARENT CUST. TOT-BETHLEHEM STEEL	80.0	17.8	50.0	25.5	5.09			5.60			2.55	2.55	2.55	2.55		4.58	00045578
1132		.BLACKWELL ZINC BLACKWELL OKLA	8.00	10.2	8.00	5.09						5.09							10009979
1131		.BLAW KNOX CO BLAWNOX PA		.509															10010047
1136		.BOEING AIR TRANS SEATTLE WA		1.02															10010209
1136		BOEING CO SEATTLE WA				1.53		1.53											10010187
1136		BOEING CO SEATTLE WA				1.02							1.02						10010225
		BOEING CO AIRP DIV EVERETT WAS				2.04											2.04		00158356
		PARENT CUST. TOT-BOEING CO SO SE		1.02		4.58		1.53					1.02				2.04		00045802
1153		.BORG WARNER NEW CASTLE IND	6.00																00188387
1134		.BUCYRUS-ERIE CO MILWAUKE WI	3.00	1.02	3.00														00112429
1134		BUCYRUS-ERIE CO S MILWAUKEE WI				.509		.509											10012244
1134		.CALUMET STEEL CHIC HTS IL	25.0	23.9	25.0														10013194
1131		.CARBORUNDUM CO FALCONER NY				[illegible]	2.53												00158100
03		.CARPENTER TECHNOLOGY READNG PA				.932							.932						00209465
1132		.CERTAIN-TEED SAINT KANS CITY K	1.00																10015235
1136		.CGS SCIENTI SOUDERTO PA		.509															00112720
1132		.CONTINENTAL-EMSCO HOUSTON TX		1.53		6.11											6.11		00115150
1131		.CYCLOPS CORP MANSFIELD OHIO		10.2															00089052
1134		.DOYLE HEADLY CHICAGO IL	400	4.58	10.0														00125687
1352		.E I DUPONT WILMING BREVARD NC		1.02															00116963
1153		E I DUPONT VEE OH		.509		.509								.509					00116998

WATER_PCB-00042597