

81131-A DIRECT #2  
01/12/72ORGANIC DIVISION SPECIALTY PRODUCTS  
PRODUCT/CUSTOMER SALES REPORT

FOR DEC 1971

PAGE 255

- IN THOUSANDS OF POUNDS AND DOLLARS -

| M<br>G<br>R | SIS<br>REP | NAME OF PRODUCT/CUSTOMER          | POTENTIAL | LAST<br>YEAR<br>SALES | SALES GOAL<br>FOR CURR.<br>YEAR | SALES<br>CURR.<br>YTD | JAN. | FEB. | MAR. | APR. | MAY | JUNE | JULY | AUG. | SEPT. | OCT. | NOV.   | DEC.        | CUST. ID. /<br>MAJR-GRD-GP. |
|-------------|------------|-----------------------------------|-----------|-----------------------|---------------------------------|-----------------------|------|------|------|------|-----|------|------|------|-------|------|--------|-------------|-----------------------------|
|             |            | TRANSFORM PYRANOL A1383B          |           |                       |                                 |                       |      |      |      |      |     |      |      |      |       |      | 00358A | 1050-300-16 |                             |
| 1866        |            | .LARSEN HOGUE LOS ANGELES CA      |           | 2.03                  |                                 | 5.40                  |      | 4.05 |      |      |     |      |      |      |       |      |        | 1.35        | 10045444                    |
| 1237        |            | .LEEDS - NORTHUP N WALES PA       |           |                       |                                 | .130                  |      |      |      |      |     |      |      |      |       |      |        | .130        | 10045789                    |
| 1866        |            | .MARCONA MINING CO ALAMEDA CA     |           | 2.70                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00230081                    |
| 1178        |            | .MEAD CORP CHILlicothe OH         |           | 3.38                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 10051258                    |
| 1134        |            | .METROPOLITAN SANIT CHICAGO IL    |           | .675                  |                                 | .600                  |      |      |      |      |     |      |      |      |       | .600 |        |             | 10051932                    |
| 1178        |            | .MID-OHIO ELECTRIC COLUMBUS OH    |           |                       |                                 | 7.43                  |      |      |      |      |     |      |      |      |       |      |        | 7.43        | 00130044                    |
| 1153        |            | .MILLER SELDON ELECTR DETROIT MI  |           |                       |                                 | 4.68                  |      |      |      |      |     |      |      |      |       |      | 4.68   |             | 00196304                    |
| 1932        |            | .MILLS & LUPTON SUP CHATTANO TN   |           |                       |                                 | .120                  |      |      |      |      |     | .120 |      |      |       |      |        |             | 00130192                    |
| 1134        |            | .MINN MIN - MFG ST PAUL MN        |           | .130                  |                                 | .975                  |      | .060 | .120 |      |     |      | .675 |      |       |      |        | .120        | 10053013                    |
| 1134        |            | .UNVER OF MINN MINNEAPOLIS MN     |           | 1.44                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00227013                    |
| 1968        |            | .MOBIL OIL DIV BEAU TEXAS         |           | 2.42                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 10054451                    |
| 1131        |            | .MOORHEAD MACH OAKDALE PA         |           | .675                  |                                 | .675                  |      |      |      |      |     | .675 |      |      |       |      |        |             | 00228710                    |
| 1968        |            | .U S IND CHEM DEER PARK TX        |           |                       |                                 | 2.00                  | 1.34 |      |      |      |     | .66  |      |      |       |      |        |             | 00248800                    |
| 1237        |            | .NATIONAL ELECTRIC CO PASSAIC NJ  |           | 2.03                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00238643                    |
| 1237        |            | .NATIONAL GYPSUM KIMBALLTON VA    |           | 2.70                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00183636                    |
| 1153        |            | .NATL STEEL DETROIT MI            |           | 6.08                  |                                 | 5.40                  |      |      |      |      |     |      |      | 5.40 |       |      |        |             | 10056985                    |
| 1131        |            | NATIONAL STEEL WEIRTON WV         |           |                       |                                 | 4.73                  |      |      | 4.73 |      |     |      |      |      |       |      |        |             | 00239372                    |
|             |            | PARENT CUST. TOT-NATIONAL STEEL   |           | 6.08                  |                                 | 10.1                  |      |      | 4.73 |      |     |      |      | 5.40 |       |      |        |             | 00044822                    |
| 1237        |            | .PORT OF NY AUTH JAMAICA NY       |           |                       |                                 | 3.38                  |      |      |      |      |     | 3.38 |      |      |       |      |        |             | 10057531                    |
| 1131        |            | .NIAGARA MOHAWK PMR BUFFALO NY    |           | 3.60                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00230928                    |
| 1134        |            | .NORTHERN STATES POWER MPLS MN    |           | 6.12                  |                                 | 1.44                  |      |      |      |      |     |      |      |      |       |      | 1.44   |             | 10058309                    |
| 1131        |            | .NORTHWEST ELECTRIC ERIE PA       |           |                       |                                 | 1.35                  |      |      |      |      |     |      | 1.35 |      |       |      |        |             | 00261661                    |
|             |            | .NORTHWESTERN STEEL STERLING IL   |           |                       |                                 | 2.70                  |      |      |      |      |     |      |      |      |       |      |        | 2.70        | 00131814                    |
| 1836        |            | .NORTHWEST TRANSFER EVERSON WA    |           | .675                  |                                 | .675                  |      |      |      |      |     |      |      |      |       |      |        | .675        | 10058503                    |
| 1866        |            | .OCCIDENTAL CHEMICAL LATHROP CA   |           | .360                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00182656                    |
| 1237        |            | .OCTAGON PROCESS EDGEWATER NJ     |           |                       |                                 | 26.3                  |      |      |      |      |     | 26.3 |      |      |       |      |        |             | 10058856                    |
| 1138        |            | .OHIO POWER CO BEVERLY OHIO       |           |                       |                                 | 2.70                  |      |      |      |      |     |      |      |      |       |      | 2.70   |             | 00270555                    |
| 1968        |            | .OLIN CORP LAKE CHARLES LA        |           | .675                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 10059186                    |
| 1138        |            | OLIN CORP OMAH OH                 |           | 2.70                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 10059178                    |
|             |            | PARENT CUST. TOT-OLIN CORP NYC NJ |           | 3.38                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00044865                    |
| 1976        |            | .ORLANDO ARMATURE ORLANDO FL      |           | 2.70                  |                                 | 6.75                  |      | 2.70 |      |      |     |      |      |      |       |      | 4.05   |             | 10059550                    |
| 1866        |            | .OMENS ILLINOIS INC VERNON CA     |           | .675                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00132497                    |
| 1866        |            | .PACIFIC ELEC MOT OAKLAND CA      |           | .675                  |                                 | 4.05                  | 6.08 |      | 2.03 |      |     |      |      |      |       |      |        |             | 10060125                    |
| 1866        |            | .PACIFIC PETRO CO OAKLAND CA      |           | .675                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00094153                    |
| 1836        |            | .PACIFIC PMR - LT PORTLAND OR     |           | 1.20                  |                                 | 2.40                  |      | 2.40 |      |      |     |      |      |      |       |      |        |             | 10060222                    |
| 1134        |            | .PACIFIC RESINE MILWAUKEE WI      |           | .065                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00223964                    |
| 1237        |            | .PENN CENTRAL WILMINGTON DELA     |           |                       |                                 | 8.10                  |      |      |      |      |     | 3.38 |      |      | 4.73  |      |        |             | 00177970                    |
| 1237        |            | PENN CENTRAL CROTON ON HUDS NY    |           | .675                  |                                 |                       |      |      |      |      |     |      |      |      |       |      |        |             | 00183857                    |
| 1237        |            | PENN CENTRAL PAOLI PA             |           |                       |                                 | 6.75                  |      |      |      |      |     | 6.75 |      |      |       |      |        |             | 00156663                    |
| 1237        |            | PENN RR ENOLA PA                  |           |                       |                                 | 1.35                  |      | 1.35 |      |      |     |      |      |      |       |      |        |             | 10061490                    |