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B1151-A DIRECT =2 ORGANIC DIVISION/FUNCTIONAL FLUIDS FOR ( ) 1969 PAGE 8
01/22/70 PRODUCT/CUSTOMER SALES REPORT

-IN THOUSANDS OF POUNDS AND DOLLARS-

MGR	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.
		THERMINOL FR-1																	1040-245-10
1036		.HUNT FOOD FULLERTN CALIF		.600															10039568
1036		.HYDROTHANE LONG BEA CA		.220															00125172
1052		.ICELAND PRODUCTS CAMP HILL PA		1.20															10039932
1053		.IMPERIAL ADHES CINN OHIO				1.20					.600			.600					10040124
1032		.INDUS DEV CTY OF HUNTSVILLE AL				1.20			1.20										00206342
1036		.INDUSTRIAL TECH EL SEGUNDO CA				.220						.220							00206172
1036		.INMONT CO ANAHEIM CA				21.8	21.8												10040914
1052		INMONT CORP CARLSTADT NJ		1.20															10040884
1053		INMONT CORP TOLEDO OHIO		1.20															10040876
		PARENT CUST. TOT-INMONT CO NYC N		2.40		21.8	21.8												00044482
1036		.INTALCO ALUM FERNDALE WA	18.0	36.0	18.0	19.2	19.2												10040612
1050		.INTERCONTINENTAL PLAST DALLAS		.220		.220						.055						.165	00048860
1049		.INTERPLASTIC MPLS MN				2.40							2.40						10041821
1052		.INTL FLAVORS UNION BEACH NJ				6.00					6.00								10041254
1036		.INTL PAPER SAN JOSE CALIF		.600		.600				.600									10041708
1032		.JASPER RBR JASPER IND	40.0		40.0														10042399
1052		.GEORGE JENKINS COM BRIDGEWA MA		2.40															00126314
1052		.JERIS HERPICIDE MF NEW BRUN NJ		.330															00126357
1036		.JERSEY MAID MK LOS ANGELES CA				4.20						1.20	.60	.60	.60	.60		.60	00198781
1032		.JIFFY MFG GRANITE FLS N C		1.20															10042739
1032		JIFFY MFG HIGH PT NC	2.00	3.00	2.00	3.60						1.80				1.80			10042704
1052		JIFFY MFG HILLSIDE N J		1.80		1.20									1.20				10042720
1036		JIFFY MFG LA MIRADA CALIF		.600															00154288
1052		JEFF MFG GETTYSBU PA		3.60															00126438
1052		JEFF MFG HANOVER PA		3.00															00126446
1032		JIFFY MFG SALEN IL		1.80		1.80												1.80	00126454
1052		JIFFY MFG ROSELLE NJ		1.20															00126462
1036		JIFFY PACKAGING LA MIRADA CA				6.00			.60			.60	.60	1.20	.60	1.20	1.20		00170518
		PARENT CUST. TOT-JIFFY MANUF BRI	2.00	16.2	2.00	12.6			.60			2.40	.60	1.20	1.80	3.00	1.20	1.80	00048003
1052		.JOHNSN-JOHNSN NW BRUNSWICK NJ				26.4						26.4							10042933
1036		.JONES SCOTT WASH WALLA WA WA		.600															00126616
1036		.JEFFERSON CHEM CO INC AUSTINTX		4.20		3.60	.60			1.20				.60		1.20			00151416
1036		.KABL RADIO ST SAN FRANCISCO CA				1.20							7.20						00211648
1032		.KAISER ALUMINUM HAWESVILLE KY				10.8							10.8						00212873
1036		.KARD MFG CO EL SEGUNDO CALIF				3.06					.66			1.20	.61	.60			00197327
1036		.KARD MFG LOS ANGELES CA		1.21		1.04		.165				.275				.600			00048917
1053		.KENDALL CO FRANKLIN KY		32.1		22.8									22.8				10043808
1052		.KENTILE FLOORS BROOKLYN NY		3.60		10.8		3.60							3.60		3.60		10044006
1049		.KEY EQUIPMENT CO CROOKSTON MN				62.0										41.6	20.4		00216720
1052		.KORES MFG BRONX N Y				.600						.600							10044855

WATER_PCB-00042584